Registration number: 587618

# Leeds Commercial Limited

Annual Report and Financial Statements

for the Year Ended 30 September 2014

Fullertons Accountants
Chartered Accountants & Registered Auditors
Suite 6, Dorial House
89a New Road Side
Horsforth
Leeds
West Yorkshire
LS18 4QD





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# Leeds Commercial Limited 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

Suite 6, Dorial House 89a New Road Side

Horsforth Leeds

West Yorkshire LS18 4QD

# Leeds Commercial Limited Strategic Report for the Year Ended 30 September 2014

The directors present their strategic report for the year ended 30 September 2014.

#### **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 change in 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 £2,037,394 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 2015 vehicle prices will be more expensive, with residual values remaining very strong.

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

	Unit	2014	2013
Turnover growth	%	10	10
Gross profit margin	%	28	28

### 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 2015 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 has continued to change to be more widely spread and whilst still construction industry based we are now positioned to gain from the 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 2015 is expected to show a modest increase.

Approved by the Board on 10 June 2015 and signed on its behalf by:

Mr C J Miller

Director

# Leeds Commercial Limited Directors' Report for the Year Ended 30 September 2014

The directors present their report and the financial statements for the year ended 30 September 2014.

### 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

#### 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.

### 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 auditor

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 auditor is aware of that information. The directors confirm that there is no relevant information that they know of and which they know the auditor is unaware of.

Approved by the Board on 10 June 2015 and signed on its behalf by:

Mr C J Miller

Director

### Statement of Directors' Responsibilities

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

Company law requires the directors to prepare financial statements for each financial year. Under that law the directors 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 2014, 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 Annual Report and Financial Statements to identify material inconsistencies with the audited financial statements and to identify any information that is apparently materially incorrect based on, or materially inconsistent with, the knowledge acquired by us in the course of performing the audit. 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 2014 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 Strategic Report and 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

Suite 6, Dorial House 89a New Road Side Horsforth Leeds West Yorkshire LS18 4QD

10 June 2015

# Leeds Commercial Limited Profit and Loss Account for the Year Ended 30 September 2014

	Note	2014 £	2013 £
Turnover		27,235,549	24,742,092
Cost of sales		(19,440,937)	(17,595,572)
Gross profit		7,794,612	7,146,520
Administrative expenses		(4,445,732)	(4,085,855)
Other operating income		8,393	13,227
Operating profit	2	3,357,273	3,073,892
Other interest receivable and similar income	5	16,627	7,015
Interest payable and similar charges	6	(1,336,506)	(1,217,323)
Profit on ordinary activities before taxation		2,037,394	1,863,584
Tax on profit on ordinary activities	7 ·	(411,472)	(375,945)
Profit for the financial year	16	1,625,922	1,487,639

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 2014

,	Note	2014 £	2013 £
Fixed assets			
Tangible fixed assets	8	50,588,137	42,902,004
Current assets			
Stocks	9	12,744	54,026
Debtors	10	5,368,535	4,587,962
Cash at bank and in hand		1,087,166	803,525
		6,468,445	5,445,513
Creditors: Amounts falling due within one year	11	(19,378,722)	(16,413,364)
Net current liabilities		(12,910,277)	(10,967,851)
Total assets less current liabilities		37,677,860	31,934,153
Creditors: Amounts falling due after more than one year	12	(24,820,685)	(20,742,270)
Provisions for liabilities	13	(161,917)	(71,517)
Net assets		12,695,258	11,120,366
Capital and reserves			
Called up share capital	14	255,150	255,150
Other reserves	16	2,975	2,975
Profit and loss account	16	12,437,133	10,862,241
Shareholders' funds	17	12,695,258	11,120,366

Approved and authorised for issue by the Board on 10 June 2015 and signed on its behalf by:

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Mr C J Miller Director

# Leeds Commercial Limited Cash Flow Statement for the Year Ended 30 September 2014

## Reconciliation of operating profit to net cash flow from operating activities

	2014 £	2013 £
Operating profit	3,357,273	3,073,892
Depreciation, amortisation and impairment charges	12,919,486	11,071,854
Profit on disposal of fixed assets	(3,408,840)	(2,858,348)
Decrease in stocks	41,282	50,000
(Increase)/decrease in debtors	(780,573)	193,534
Increase/(decrease) in creditors	232,967	(1,637,552)
Net cash inflow from operating activities	12,361,595	9,893,380
Cash flow statement		
	2014 £	2013 £
Net cash inflow from operating activities	12,361,595	9,893,380
Returns on investments and servicing of finance		
Interest received	16,627	7,015
HP and finance lease interest	(1,329,649)	(1,184,633)
Interest paid	(6,857)	(32,690)
	(1,319,879)	(1,210,308)
Taxation paid	(341,206)	(367,119)
Capital expenditure and financial investment		
Purchase of tangible fixed assets	(26,090,064)	(20,022,098)
Sale of tangible fixed assets	9,093,285	7,122,196
Amortisation	(200,000)	
	(17,196,779)	(12,899,902)
Equity dividends paid	(51,030)	-
Net cash outflow before management of liquid resources and financing	(6,547,299)	(4,583,949)
Financing		
Repayment of loans and borrowings	688,053	(205,245)
Repayment of capital element of finance leases and HP contracts	6,142,887	3,549,337
	6,830,940	3,344,092
Increase/(decrease) in cash	283,641	(1,239,857)

# Leeds Commercial Limited Cash Flow Statement for the Year Ended 30 September 2014

..... continued

### Reconciliation of net cash flow to movement in net debt

	Note	. 2014 £	2013 £
Increase/(decrease) in cash		283,641	(1,239,857)
Cash outflow from repayment of loans		(688,053)	205,245
Cash outflow from repayment of capital element of finance leases and hire purchase contracts		(6,142,887)	(3,549,337)
Change in net debt resulting from cash flows	20	(6,547,299)	(4,583,949)
		,	
Movement in net debt	20	(6,547,299)	(4,583,949)
Net debt at 1 October	20	(33,302,685)	(28,718,736)
Net debt at 30 September	20	(39,849,984)	(33,302,685)

### Notes to the Financial Statements for the Year Ended 30 September 2014

### 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 2014

## ..... 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:

	2014	2013	
	£	£	
Operating leases - plant and machinery	3,067	5,647	
Operating leases - other assets	45,456	14,604	
Auditor's remuneration - The audit of the company's annual accounts	10,600	8,600	
Profit on sale of tangible fixed assets	(3,408,840)	(2,858,348)	
Depreciation of owned assets	12,719,486	11,071,854	
Amortisation	200,000		

### 3 Particulars of employees

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

	2014 No.	2013 No.
Administration and support	21	20
Sales	15	14
Other departments	110	106
	146	140

The aggregate payroll costs were as follows:

# Notes to the Financial Statements for the Year Ended 30 September 2014

# ..... continued

	2014 £	2013 £
Wages and salaries Staff pensions	5,451,091 109,544	4,740,117 86,385
	5,560,635	4,826,502
4 Directors' remuneration		
The directors' remuneration for the year was as follows:		
	2014 £	2013 £
Remuneration (including benefits in kind)	1,101,509	820,271
In respect of the highest paid director:		
	2014 £	2013 £
Remuneration	666,747	493,207
5 Other interest receivable and similar income		
	2014 £	2013 £
Bank interest receivable	15,360	4,342
Other interest receivable	1,267	2,673
	16,627	7,015
6 Interest payable and similar charges		
	2014 £	2013 £
Interest on bank borrowings	6,857	4,640
Other interest payable	-	28,050
Finance charges	1,329,649	1,184,633
	1,336,506	1,217,323

# Notes to the Financial Statements for the Year Ended 30 September 2014

### ..... continued

### 7 Taxation

Tax	οn	profit on	ordinary	activities
Iaa	UII	DI OHIL OH	Ul ullial Y	activities

	2014 £	2013 £
Current tax Corporation tax charge	321,072	341,000
Deferred tax Origination and reversal of timing differences	90,400	34,945
Total tax on profit on ordinary activities	411,472	375,945

### Factors affecting current tax charge for the year

Tax on profit on ordinary activities for the year is lower than (2013 - lower than) the standard rate of corporation tax in the UK of 22% (2013 - 23.49%).

The differences are reconciled below:

	2014 £	2013 £
Profit on ordinary activities before taxation	2,037,394	1,863,584
Corporation tax at standard rate	448,227	437,756
Effect of main rate change	(803)	(1,145)
Disallowable expenses	26,142	20,873
Depreciation in excess of capital allowances	(62,094)	(81,539)
Total current tax	411,472	375,945

## Notes to the Financial Statements for the Year Ended 30 September 2014

### ..... continued

### 8 Tangible fixed assets

	Freehold land and buildings £	Fixtures and fittings	Motor vehicles £	Total £
Cost or valuation				
At 1 October 2013	2,847,853	1,004,610	71,878,463	75,730,926
Additions	983,497	104,396	25,002,171	26,090,064
Disposals	_		(14,853,739)	(14,853,739)
At 30 September 2014	3,831,350	1,109,006	82,026,895	86,967,251
Depreciation				
At 1 October 2013	346,020	707,334	31,775,568	32,828,922
Charge for the year	39,367	85,755	12,594,364	12,719,486
Eliminated on disposals	_	<del>-</del>	(9,169,294)	(9,169,294)
At 30 September 2014	385,387	793,089	35,200,638	36,379,114
Net book value				
At 30 September 2014	3,445,963	315,917	46,826,257	50,588,137
At 30 September 2013	2,501,833	297,276	40,102,895	42,902,004

### Leased assets

Included within the net book value of tangible fixed assets is £38,552,386 (2013 - £33,985,922) in respect of assets held under finance leases and similar hire purchase contracts. Depreciation for the year on these assets was £12,850,795 (2013 - £11,328,640).

### 9 Stocks

	2014 £	2013 £
Stocks	12,744	54,026
10 Debtors		
	2014 £	2013 £
Trade debtors	4,744,169	4,275,433
Other debtors	266,291	84,127
Prepayments and accrued income	358,075	228,402
	5,368,535	4,587,962

# Notes to the Financial Statements for the Year Ended 30 September 2014

## ..... continued

# 11 Creditors: Amounts falling due within one year

the contract of the contract o		
	2014 £	2013 £
Trade creditors	848,428	863,513
Bank loans and overdrafts	283,340	62,287
Obligations under finance lease and hire purchase contracts	15,833,125	13,301,653
Corporation tax	334,040	354,174
Other taxes and social security	123,552	292,636
Other creditors	338,121	158,064
Directors' current accounts	115,908	87,813
Accruals and deferred income	1,502,208	1,293,224
	19,378,722	16,413,364
Creditors amounts falling due within one year includes the following given by the company:	liabilities, on which so	ecurity has been
	2014 £	2013 £
Hire purchase and finance leases	15,833,125	13,301,653
Bank loans and overdrafts	283,340	62,287
	16,116,465	13,363,940
12 Creditors: Amounts falling due after more than one year		
	2014 £	2013 £
Bank loans and overdrafts	525,000	58,000
Obligations under finance lease and hire purchase contracts	24,295,685	20,684,270
	24,820,685	20,742,270
Creditors amounts falling due after more than one year includes the folkoen given by the company:	owing liabilities, on wh	nich security has
	2014 £	2013 £
Hire purchase and finance leases	24,295,685	20,684,270
Bank loans and overdfrafts	525,000	58,000
	24,820,685	20,742,270

# Notes to the Financial Statements for the Year Ended 30 September 2014

## ..... continued

# Obligations under finance leases and HP contracts

Amounts repayable:				
			2014 £	2013 £
In one year or less on demand			15,833,125	13,301,653
Between one and two years			12,585,676	10,494,989
Between two and five years			11,710,009	10,189,281
			40,128,810	33,985,923
13 Provisions				
			Deferred tax	Total £
At 1 October 2013			71,517	71,517
Charged to the profit and loss account			90,400	90,400
At 30 September 2014			161,917	161,917
Analysis of deferred tax				
			2014 £	2013 £
Difference between accumulated depreci capital allowances	iation and amortisati	on and	161,917	71,517
14 Share capital				
Allotted, called up and fully paid share	es 2014	٠	2013	
	No.	£	No.	£
Ordinary shares of £1 each	255,150	255,150	255,150	255,150

# Notes to the Financial Statements for the Year Ended 30 September 2014

## ..... continued

### 15 Dividends

		2014 £	2013 £
Dividends paid			
Prior year final dividend paid		51,030	-
16 Reserves			
	Other reserves £	Profit and loss account	Total £
At 1 October 2013	2,975	10,862,241	10,865,216
Profit for the year Dividends	<u></u>	1,625,922 (51,030)	1,625,922
At 30 September 2014	2,975	12,437,133	12,440,108
17 Reconciliation of movement in shareholders' funds			
		2014 £	2013 £
Profit attributable to the members of the company Dividends		1,625,922 (51,030)	1,487,639
Net addition to shareholders' funds		1,574,892	1,487,639
Shareholders' funds at 1 October		11,120,366	9,632,727
Shareholders' funds at 30 September		12,695,258	11,120,366

### 18 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 £109,544 (2013 - £86,385).

### Notes to the Financial Statements for the Year Ended 30 September 2014

### ..... continued

### 19 Commitments

### Capital commitments

Amounts contracted for but not provided in the financial statements amounted to £5,294,052 (2013 - £2,888,731).

### **Operating lease commitments**

As at 30 September 2014 the company had annual commitments under non-cancellable operating leases as follows:

Operating leases which expire:

	2014 £	2013 £
Land and buildings		
Within one year	10,000	10,000
Within two and five years	240,750	240,750
	250,750	250,750

### 20 Analysis of net debt

	At 1 October 2013	Cash flow	At 30 September 2014 £
Cash at bank and in hand	803,525	283,641	1,087,166
Debt due within one year	(62,287)	(221,053)	(283,340)
Debt due after more than one year	(58,000)	(467,000)	(525,000)
Finance leases and hire purchase contracts	(33,985,923)	(6,142,887)	(40,128,810)
Net debt	(33,302,685)	(6,547,299)	(39,849,984)

### 21 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 £115,908 (2013 - £87,813).

# Notes to the Financial Statements for the Year Ended 30 September 2014

### ..... continued

### 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 £7,774 (2013:£2,673) 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 Earnstone Developments (Wakefield) Limited was £222,115 (2013 - £77,348).

### 22 Control

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