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# Robinsons International Removals Limited

## FINANCIAL STATEMENTS

for the year ended

31 December 2007



# Robinsons International Removals Limited

## OFFICERS AND ADVISERS

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### DIRECTORS

P J Robinson  
Mrs P J Stevens  
A J W Robinson  
Ms R G Olsen

### SECRETARY

Mrs P E Lewis

### REGISTERED OFFICE

22a Bartleet Road  
Washford  
Redditch  
Worcestershire  
B98 0DG

### REGISTERED NUMBER

892632

### AUDITORS

Baker Tilly UK Audit LLP  
Chartered Accountants  
St Philips Point  
Temple Row  
Birmingham  
B2 5AF

### BANKERS

Barclays Bank plc  
North West Larger Business Team  
6<sup>th</sup> Floor  
1 Marsden Street  
Manchester  
M2 1HW

# Robinsons International Removals Limited

## DIRECTORS' REPORT

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The directors submit their report and the financial statements of Robinsons International Removals Limited for the year ended 31 December 2007

### PRINCIPAL ACTIVITIES

Robinsons International Removals Ltd ("the company") operates a network of branch locations throughout England offering a host of moving services to businesses, their employees and also to the general public

### REVIEW OF THE BUSINESS

The results for the company show a pre-tax profit of £149,617 (2006 £330,613) for the year and sales of £14,761,397 (2006 £14,571,872)

The profit for the financial year was £107,381 (2006 £217,443)

#### Investing in sales development

The company has achieved a marginal 1.3% of growth in turnover on the previous period with new business being obtained in the corporate and contracts sectors of our core activities. The amount of growth in these sectors has been tainted by private removal revenue declining sharply in the final quarter. The fact we achieved growth is the result of our continuing focus on developing our account based business and has offset the braking effect of a very uncertain domestic housing market where sales volumes have slumped.

### FUTURE OUTLOOK

The outlook for 2008 remains a difficult one to predict, but with the doom and gloom of the economic forecasts spreading and continuing to fuel uncertainty into the housing market the company is looking to protect itself from falling revenues and margins. At the time of writing the company is down 2% on sales on previous year and margins have slipped further behind. Whilst we remain confident that the business has a very bright and strong future the current conditions are simply a matter of battening down the hatches and only investing in the brighter parts of the markets within which we operate.

### PRINCIPAL RISKS AND UNCERTAINTIES

The management of the business and the execution of the company's strategy are subject to a number of risks. The key business risks affecting the company are considered to be threefold. The stability of the housing market (public confidence in stable and low interest rates), the worldwide economy (companies investing abroad and relocating employees) and the recruitment/retention of good quality staff. Competition in the market remains fierce, with many companies only able to differentiate themselves by reducing their prices which are already at extremely low levels. We will see a number of further consolidations of the industry where the weak will either sell up or move into administration. Robinsons are not immune to the current forces, however consistent conservative management has enabled the company to build substantial reserves.

### KEY PERFORMANCE INDICATORS ("KPI'S")

Our principal key performance indicators used to monitor performance of the business during the year are turnover and gross profit.

# Robinsons International Removals Limited

## DIRECTORS' REPORT (continued)

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### DIVIDENDS

During the year the directors paid an interim dividend of £60,000 (2006 £120,000)

No final dividend has been recommended by the directors (2006 £Nil)

### DIRECTORS

The directors who served during the year were as follows

P J Robinson  
Mrs P J Stevens  
A J W Robinson  
Ms R G Olsen

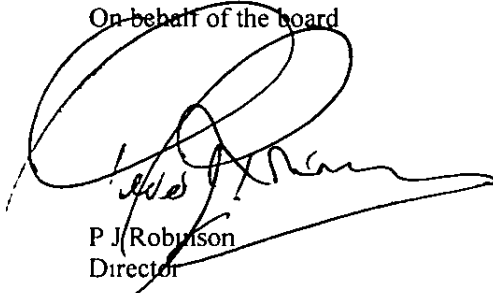
### STATEMENT AS TO DISCLOSURE OF INFORMATION TO AUDITORS

The directors who were in office on the date of approval of these financial statements have confirmed, as far as they are aware, that there is no relevant audit information of which the auditor is unaware. Each of the directors have confirmed that they have taken all the steps that they ought to have taken as directors in order to make themselves aware of any relevant audit information and to establish that it has been communicated to the auditor.

### AUDITORS

A resolution to reappoint Baker Tilly UK Audit LLP, Chartered Accountants, as auditors will be put to the board at the annual general meeting.

On behalf of the board



P J Robinson  
Director

12 June 2008

# Robinsons International Removals Limited

## DIRECTORS' RESPONSIBILITIES IN THE PREPARATION OF FINANCIAL STATEMENTS

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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). The financial statements are required by law to 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 those financial statements, the directors are required to

- a select suitable accounting policies and then apply them consistently,
- b make judgements and estimates that are reasonable and prudent, and
- c 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 proper accounting records which disclose with reasonable accuracy at any time the financial position of the company and to enable them to ensure that the financial statements comply with the requirements of the Companies Act 1985. 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 AUDITORS' REPORT TO THE MEMBERS OF ROBINSONS INTERNATIONAL REMOVALS LIMITED

We have audited the financial statements on pages 6 to 18

This report is made solely to the company's members, as a body, in accordance with section 235 of the Companies Act 1985. 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 auditors

The directors' responsibilities for preparing the Annual Report and the financial statements in accordance with applicable law and United Kingdom Accounting Standards (United Kingdom Generally Accepted Accounting Practice) are set out in the Statement of Directors' Responsibilities.

Our responsibility is to audit the financial statements in accordance with relevant legal and regulatory requirements and International Standards on Auditing (UK and Ireland).

We report to you our opinion as to whether the financial statements give a true and fair view and are properly prepared in accordance with the Companies Act 1985. We also report to you whether in our opinion the information given in the Directors' Report is consistent with the financial statements.

In addition, we report to you if, in our opinion, the company has not kept proper accounting records, if we have not received all the information and explanations we require for our audit, or if information specified by law regarding directors' remuneration and other transactions is not disclosed.

We read the Directors' Report and consider the implications for our report if we become aware of any apparent misstatements within it.

## Basis of audit opinion

We conducted our audit in accordance with International Standards on Auditing (UK and Ireland) issued by the Auditing Practices Board. An audit includes examination, on a test basis, of evidence relevant to the amounts and disclosures in the financial statements. It also includes an assessment of the significant estimates and judgements made by the directors in the preparation of the financial statements, and of whether the accounting policies are appropriate to the company's circumstances, consistently applied and adequately disclosed.

We planned and performed our audit so as to obtain all the information and explanations which we considered necessary in order to provide us with sufficient evidence to give reasonable assurance that the financial statements are free from material misstatement, whether caused by fraud or other irregularity or error. In forming our opinion we also evaluated the overall adequacy of the presentation of information in the financial statements.

## Opinion

In our opinion:

- the financial statements give a true and fair view, in accordance with United Kingdom Generally Accepted Accounting Practice, of the state of the company's affairs at 31 December 2007 and of its profit for the year then ended and have been properly prepared in accordance with the Companies Act 1985, and
- the information given in the Directors' Report is consistent with the financial statements.

*Baker Tilly UK Audit LLP*

BAKER TILLY UK AUDIT LLP

Registered Auditor  
Chartered Accountants  
St Philips Point  
Temple Row  
Birmingham  
B2 5AF

12 June 2008

# Robinsons International Removals Limited

## PROFIT AND LOSS ACCOUNT

for the year ended 31 December 2007

	<i>Notes</i>	2007 £	2006 £
TURNOVER	1	14,761,397	14,571,872
Cost of sales		(10,501,333)	(10,169,596)
Gross profit		4,260,064	4,402,276
Other operating expenses (net)	2	(4,081,236)	(4,076,835)
OPERATING PROFIT		178,828	325,441
Investment income	3	1,108	10,184
Interest payable	4	(30,319)	(5,012)
PROFIT ON ORDINARY ACTIVITIES BEFORE TAXATION	5	149,617	330,613
Taxation	8	(42,236)	(113,170)
PROFIT FOR THE FINANCIAL YEAR	15, 16	107,381	217,443

The operating profit for the year arises from the company's continuing operations

No separate Statement of Total Recognised Gains and Losses has been presented as all such gains and losses have been dealt with in the Profit and Loss Account

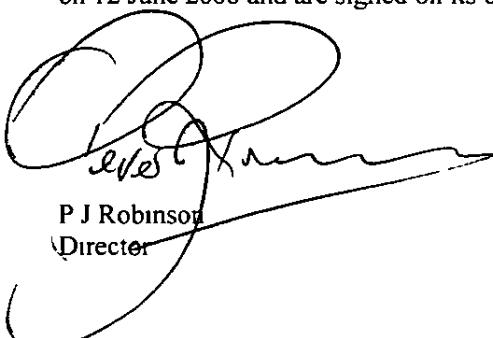
# Robinsons International Removals Limited

## BALANCE SHEET

31 December 2007

	Notes	2007 £	2006 £
<b>FIXED ASSETS</b>			
Tangible assets	9	1,421,720	1,187,567
<b>CURRENT ASSETS</b>			
Debtors	10	2,210,092	1,904,414
Cash at bank and in hand		794,965	1,161,404
		3,005,057	3,065,818
<b>CREDITORS Amounts falling due within one year</b>	11	(3,124,331)	(3,190,855)
<b>NET CURRENT LIABILITIES</b>		(119,274)	(125,037)
<b>TOTAL ASSETS LESS CURRENT LIABILITIES</b>		1,302,446	1,062,530
<b>CREDITORS Amounts falling due after more than one year</b>	12	(407,482)	(262,024)
<b>PROVISIONS FOR LIABILITIES AND CHARGES</b>	13	(259,838)	(212,761)
<b>NET ASSETS</b>		635,126	587,745
<b>CAPITAL AND RESERVES</b>			
Called up share capital	14	100	100
Share premium account	15	4,316	4,316
Profit and loss account	15	630,710	583,329
<b>SHAREHOLDERS' FUNDS</b>	16	635,126	587,745

The financial statements on pages 6 to 18 were approved by the board of directors and authorised for issue on 12 June 2008 and are signed on its behalf by

  
P J Robinson  
Director



# Robinsons International Removals Limited

## ACCOUNTING POLICIES

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### BASIS OF ACCOUNTING

The financial statements have been prepared under the historical cost convention

### TURNOVER

Turnover is recognised at the fair value of consideration received or receivable for services provided in the ordinary course of business

The company provides

- removals and shipping services to businesses, their employees and the general public, on which turnover is recognised when the company has collected the goods for the move
- storage facilities to clients, on which turnover is recognised over the period for which the storage facilities are provided on a time apportioned basis

### TANGIBLE FIXED ASSETS

Tangible fixed assets are stated at historical cost less accumulated depreciation

Depreciation is provided on all tangible fixed assets at rates calculated to write each asset down to its estimated residual value evenly over its expected useful life, as follows -

Warehouse equipment	8 to 10 years
Office equipment	3 to 8 years
Motor vehicles	4 to 8 years

### DEFERRED TAXATION

Deferred tax is recognised in respect of all timing differences that have originated but not reversed at the balance sheet date where transactions or events that result in an obligation to pay more tax in the future or a right to pay less tax in the future have occurred at the balance sheet date. Timing differences are differences between the company's taxable profits and its results as stated in the financial statements that arise from the inclusion of gains and losses in tax assessments in periods different from those in which they are recognised in the financial statements.

Deferred tax assets are recognised to the extent that they are regarded as recoverable. They are regarded as recoverable to the extent that, on the basis of all available evidence, it can be regarded as more likely than not that there will be suitable taxable profits from which the future reversal of the underlying timing differences can be deducted.

Deferred tax is measured at the average tax rates that are expected to apply in the periods in which timing differences are expected to reverse, based on tax rates and laws that have been enacted or substantially enacted by the balance sheet date. Deferred tax is measured on a non-discounted basis.

### FOREIGN CURRENCIES

Assets and liabilities denominated 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 the transaction. All differences are taken to the profit and loss account.

# Robinsons International Removals Limited

## ACCOUNTING POLICIES (continued)

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### LEASED ASSETS AND OBLIGATIONS

Where assets are financed by leasing agreements that give rights approximating to ownership ("finance leases") the assets are treated as if they had been purchased outright. The amount capitalised is the present value of the minimum lease payments payable during the lease term. The corresponding leasing commitments are shown as obligations to the lessor.

Lease payments are treated as consisting of capital and interest elements, and the interest is charged to the profit and loss account in proportion to the remaining balance outstanding.

All other leases are "operating leases" and the annual rentals are charged to profit and loss on a straight-line basis over the lease term.

Rent free periods or other incentives received for entering into a lease are accounted for over the period of the lease so as to spread the benefit received over the lease term.

### RETIREMENT BENEFITS

The company operates defined contribution pension schemes. The amount charged to the profit and loss account in respect of pension costs and other post retirement benefits is the contributions payable in the year. Differences between contributions payable in the year and contributions actually paid are shown as either accruals or prepayments in the balance sheet.

### DILAPIDATIONS

Provision is made for anticipated dilapidation expenditure on leasehold premises over the period of the leases.

### CASH FLOW STATEMENT

The directors have taken advantage of the exemption of Financial Reporting Standard No 1, from including a cash flow statement in the financial statements on the grounds that the company is wholly owned and that its cash flows are reflected in the consolidated financial statements of Robinsons Removal Specialist Limited, whose accounts are publicly available at Companies House.

# Robinsons International Removals Limited

## NOTES TO THE FINANCIAL STATEMENTS

for the year ended 31 December 2007

### 1 TURNOVER AND PROFIT ON ORDINARY ACTIVITIES BEFORE TAXATION

The company's turnover and profit on ordinary activities before taxation were all derived from its principal activities. Sales were made in the following segments

	2007 £	2006 £
Class of business		
Removals and shipping	12,731,061	12,569,285
Storage and rental income	2,030,336	2,002,587
	<u>14,761,397</u>	<u>14,571,872</u>

	2007 £	2006 £
Geographical analysis		
United Kingdom	6,177,359	6,366,694
Other EC European countries	2,110,119	1,033,469
Non EC European countries	205,763	227,407
Rest of World	6,268,156	6,944,302
	<u>14,761,397</u>	<u>14,571,872</u>

### 2 OTHER OPERATING EXPENSES (NET)

	2007 £	2006 £
Selling and distribution costs	330,405	271,225
Administrative expenses	3,750,831	3,805,610
	<u>4,081,236</u>	<u>4,076,835</u>

### 3 INVESTMENT INCOME

	2007 £	2006 £
Other interest receivable	<u>1,108</u>	<u>10,184</u>

# Robinsons International Removals Limited

## NOTES TO THE FINANCIAL STATEMENTS

for the year ended 31 December 2007

4	INTEREST PAYABLE	2007 £	2006 £
	Hire purchase agreements	30,228	4,960
	Other interest	91	52
		<u>30,319</u>	<u>5,012</u>
5	PROFIT ON ORDINARY ACTIVITIES BEFORE TAXATION	2007 £	2006 £
	Profit on ordinary activities before taxation is stated after charging/(crediting)		
	Depreciation and amounts written off tangible fixed assets		
	owned assets	330,909	355,268
	assets held under hire purchase agreements	95,659	41,031
	(Profit)/loss on disposal of tangible fixed assets	(35,976)	45,919
	Auditor's remuneration		
	audit	17,559	18,300
	Operating lease rentals		
	plant and machinery	12,848	4,661
	land and buildings	520,629	494,805
	Foreign exchange gains	(67,641)	(38,446)
		<u></u>	<u></u>
6	EMPLOYEES	2007 No	2006 No
	The average monthly number of persons (including directors) employed by the company during the year was		
	Management and administration	93	85
	Removals and storage	124	117
		<u>217</u>	<u>202</u>
		2007 £	2006 £
	Staff costs for the above persons		
	Wages and salaries	4,604,046	4,249,583
	Social security costs	436,888	408,158
	Other pension costs	59,800	60,995
	Compensation for loss of office	5,520	5,000
		<u>5,106,254</u>	<u>4,723,736</u>

# Robinsons International Removals Limited

## NOTES TO THE FINANCIAL STATEMENTS

for the year ended 31 December 2007

7	DIRECTORS' REMUNERATION	2007 £	2006 £
	Emoluments (including benefits in kind)	92,445	31,836
	Money purchase pension contributions	3,442	1,417
		<u>95,887</u>	<u>33,253</u>

The number of directors to whom retirement benefits are accruing under money purchase pension schemes is one

The remaining directors are remunerated through the ultimate parent undertaking

8	TAXATION	2007 £	2006 £
	Current tax		
	UK corporation tax on profit for the year	18,295	136,986
	Adjustment in respect of previous years	(85)	(355)
	Total current tax	<u>18,210</u>	<u>136,631</u>
	Deferred tax		
	Origination and reversal of timing differences	27,462	(23,461)
	Effect of changes in tax rate on opening liability	(3,436)	-
	Total deferred tax	<u>24,026</u>	<u>(23,461)</u>
	Tax on profit on ordinary activities	<u>42,236</u>	<u>113,170</u>

# Robinsons International Removals Limited

## NOTES TO THE FINANCIAL STATEMENTS

for the year ended 31 December 2007

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### 8 TAXATION (continued)

Factors affecting tax charge for the year

The tax assessed for the year differs from the standard rate of corporation tax in the UK of 30% as explained below

	2007 £	2006 £
Profit on ordinary activities before tax	149,617	330,613
Profit on ordinary activities multiplied by the standard rate of corporation tax in the UK of 30%	44,885	99,184
Effects of		
Expenses not deductible for tax purposes	12,324	15,674
Capital allowances (more than)/less than depreciation	(27,462)	23,758
Small companies relief	(9,490)	(1,093)
Other differences	(1,962)	(537)
Adjustment to tax charge in respect of previous years	(85)	(355)
Current tax charge for the year	18,210	136,631

# Robinsons International Removals Limited

## NOTES TO THE FINANCIAL STATEMENTS

for the year ended 31 December 2007

### 9 TANGIBLE FIXED ASSETS

	Motor vehicles £	Warehouse equipment £	Office equipment £	Total £
Cost				
1 January 2007	3,332,303	701,656	287,534	4,321,493
Additions	635,799	5,162	36,670	677,631
Disposals	(325,150)	(95,117)	(21,552)	(441,819)
31 December 2007	3,642,952	611,701	302,652	4,557,305
Depreciation				
1 January 2007	2,347,489	558,269	228,168	3,133,926
Charged in the year	354,564	40,398	31,606	426,568
Eliminated on disposals	(308,240)	(95,117)	(21,552)	(424,909)
31 December 2007	2,393,813	503,550	238,222	3,135,585
Net book value				
31 December 2007	1,249,139	108,151	64,430	1,421,720
31 December 2006	984,814	143,387	59,366	1,187,567

The net book value of tangible fixed assets includes an amount of £796,644 (2006 £418,369) in respect of assets held under hire purchase agreements

### 10 DEBTORS

	2007 £	2006 £
Trade debtors	1,895,350	1,634,688
Other debtors	17,875	32,983
Prepayments and accrued income	296,867	235,115
Amounts owed by fellow subsidiary	-	1,628
	2,210,092	1,904,414

# Robinsons International Removals Limited

## NOTES TO THE FINANCIAL STATEMENTS

for the year ended 31 December 2007

11	CREDITORS Amounts falling due within one year	2007 £	2006 £
	Obligations under hire purchase agreements	248,017	146,356
	Trade creditors	1,582,439	1,635,882
	Corporation tax	18,295	137,072
	Amounts owed to parent undertaking	157,868	322,363
	Amounts owed to fellow subsidiary	55,557	-
	Other taxation and social security costs	248,178	232,856
	Other creditors	121,169	100,620
	Accruals and deferred income	692,808	615,706
		<u>3,124,331</u>	<u>3,190,855</u>

Obligations under hire purchase agreements are secured on the related assets

12	CREDITORS Amounts falling due after more than one year	2007 £	2006 £
	Obligations under hire purchase agreements falling due between two and five years	307,482	162,024
	Amounts owed to parent undertaking	100,000	100,000
		<u>407,482</u>	<u>262,024</u>

Obligations under hire purchase agreements are secured on the related assets

13	PROVISIONS FOR LIABILITIES AND CHARGES	Dilapidations £	Deferred taxation £	Total £
	1 January 2007	161,222	51,539	212,761
	Transfer from profit and loss account	36,973	24,026	60,999
	Utilisation during the year	(13,922)	-	(13,922)
		<u>184,273</u>	<u>75,565</u>	<u>259,838</u>
	31 December 2007	<u>184,273</u>	<u>75,565</u>	<u>259,838</u>

The deferred tax provision has been calculated using the standard rate of corporation tax in the UK of 30%



# Robinsons International Removals Limited

## NOTES TO THE FINANCIAL STATEMENTS

for the year ended 31 December 2007

### 13 PROVISIONS FOR LIABILITIES AND CHARGES (continued)

Deferred taxation provided in the financial statements and the unprovided potential amounts are as follows

	Provided		Unprovided	
	2007	2006	2007	2006
	£	£	£	£
Capital gain rolled over	-	-	33,409	33,409
Excess of tax allowances over depreciation	75,565	51,539	-	-
Other timing differences	-	-	(2,227)	-
	<u>75,565</u>	<u>51,539</u>	<u>31,182</u>	<u>33,409</u>

### 14 SHARE CAPITAL

	2007	2006
	£	£
Authorised 100 ordinary shares of £1 each (equity)	100	100
Allotted, issued and fully paid 100 ordinary shares of £1 each (equity)	100	100

### 15 RESERVES

	Profit and loss account	Share premium account	Total
	£	£	£
1 January 2007	583,329	4,316	587,645
Profit for the financial year	107,381	-	107,381
Dividend paid	(60,000)	-	(60,000)
31 December 2007	<u>630,710</u>	<u>4,316</u>	<u>635,026</u>

# Robinsons International Removals Limited

## NOTES TO THE FINANCIAL STATEMENTS

for the year ended 31 December 2007

16	RECONCILIATION OF MOVEMENTS IN SHAREHOLDERS' FUNDS	2007 £	2006 £
	Profit for the financial year	107,381	217,443
	Dividends	(60,000)	(120,000)
	Net addition to shareholders' funds	47,381	97,443
	Opening shareholders' funds	587,745	490,302
	Closing shareholders' funds	635,126	587,745

## 17 CONTINGENT LIABILITIES

The company has given third party indemnities amounting to £170,000 (2006 £175,000)

## 18 PENSION COMMITMENTS

The company operates three defined contribution schemes. The assets of the schemes are held separately from those of the company in funds administered by Standard Life, National Provident Institution and Scottish Equitable. The pension cost charge represents contributions payable by the company to the funds and amounted to £59,800 (2006 £60,995). Contributions totalling £Nil (2006 £Nil) were payable to the funds at 31 December 2007.

19	CAPITAL COMMITMENTS	2007 £	2006 £
	Capital expenditure contracted for but not provided in the financial statements	39,658	420,000

# Robinsons International Removals Limited

## NOTES TO THE FINANCIAL STATEMENTS

for the year ended 31 December 2007

### 20 COMMITMENTS UNDER OPERATING LEASES

	2007		2006	
	Land and buildings £	Other £	Land and buildings £	Other £
At 31 December 2006 the company had annual commitments under non-cancellable operating leases as follows				
Expiring within one year	-	1,420	-	1,420
Expiring between two and five years	211,700	12,768	184,633	11,428
Expiring after five years or more	332,746	-	326,496	-
	<u>544,446</u>	<u>14,188</u>	<u>511,129</u>	<u>12,848</u>

### 21 RELATED PARTY TRANSACTIONS

Advantage is taken under FRS8 not to disclose transactions with its parent company as the company is a wholly owned subsidiary and the consolidated accounts of the group are publicly available at Companies House, Crown Way, Cardiff

The company had the following related party transaction with its fellow subsidiary, Allium Transaction Systems Limited

	£
Recharges by the company	<u>12,132</u>
Sales invoiced to the company	<u>85,600</u>
Working capital funding paid to Allium	<u>13,565</u>
Amounts owed to Allium	<u>55,557</u>

### 22 ULTIMATE PARENT UNDERTAKING AND CONTROLLING PARTY

The ultimate parent undertaking is Robinsons Removal Specialists Limited, a company incorporated in England P J Robinson is the ultimate controlling party