Company Registration No. 01094178

JLA Limited

Report and Financial Statements

31 October 2012

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Report and financial statements 2012

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Report and financial statements 2012

Officers and professional advisers

Directors

S Baxter

A Barr

Registered Office

Meadowcroft Lane Halifax Road Ripponden West Yorkshire HX6 4AJ

Bankers

Lloyds Bank Church Street Sheffield S1 2FF

Auditor

Deloitte LLP Chartered Accountants & Statutory Auditor Leeds

Directors' report

The directors present their report and the financial statements for the year ended 31 October 2012

Principal activities and business review

The principal activity of the company during the year under review was the supply of laundry equipment, related parts and maintenance service

On 25 March 2010, the group of companies headed by Inhoco 3498 Limited was acquired by JLA Clean Limited JLA Limited is included within this group

The company's key performance target is to grow income and profits in the long term. In the year under review turnover was 1.4% higher at £24.2m (2011 £23.8m) mainly driven by new product sales despite the challenging economic climate. The company has continued to develop new product opportunities which it expects to contribute to further growth.

The balance sheet on page 9 shows the company's financial position at the period end. The company's financial position was considered satisfactory in terms of working capital and the directors believe the company to be well positioned for future growth. Further details of the companies funding can be found on page 3

The profit for the year, after taxation, amounted to £796,821 (2011 – loss £1,789,717) The directors have not recommended a dividend (2011 £nil)

Exceptional costs in the year to October 2012 of £0 1m (2011 £3 1m) relate to the reorganisation of the acquisitions made in the year Exceptional costs in the prior year related to the reorganisation of the group

Principal risks and uncertainties

The principal risk affecting the company relates to any downturn in economic conditions within the markets in which it operates, this is, however, mitigated on a group basis by the long-term nature of the group's income

The management of group risks is performed on a consolidated basis at the ultimate parent group level. Group risks are discussed in the JLA Equityco Limited's directors' report which does not form part of this report.

The company's activities expose it to the financial risks of changes in foreign currency exchange rates. The company uses foreign exchange forward contracts to hedge foreign currency exposures where deemed appropriate. There were no contracts in place at the year-end. The company's credit risk is primarily attributable to its trade receivables. The group has no significant concentration of credit risk, with exposure spread over a large number of customers.

Directors

The directors who served during the year and subsequently were

S Baxter

A Barr

Provision of information to the auditor

Each of the persons who is a director at the date of approval of this report confirms that

- so far as the director is aware, there is no relevant audit information of which the company's auditor is unaware, and
- the director has taken all the steps that he/she ought to have taken as a director in order to make himself/herself aware of any relevant audit information and to establish that the company's auditor is aware of that information

This confirmation is given and should be interpreted in accordance with the provisions of s418 of the Companies Act 2006

Directors' report (continued)

Em iployee involvement

During the year, the policy of providing employees with information about the company has been continued through internal media methods in which employees have also been encouraged to present their suggestions and views on the company's performance. Regular meetings are held between local management and employees to allow a free flow of information and ideas. Employees participate directly in the success of the business through the group's profit sharing schemes.

Disabled employees

The company gives full consideration to applications for employment from disabled persons where the requirements of the job can be adequately fulfilled by a handicapped or disabled person. Where existing employees become disabled, it is the company's policy wherever practicable to provide continuing employment under normal terms and conditions and to provide training and career development and promotion to disabled employees wherever appropriate

Going concern

Following its refinancing in October 2011, the group has considerable financial resources, together with significant forecast cash generation from operations. As a consequence, the directors believe that the group is well placed to manage its business risks successfully despite the current uncertain economic outlook. A letter of support has been received from the ultimate parent company, JLA Equityco Limited. After making enquiries and considering the ability of the ultimate parent company to provide the support noted, the directors have a reasonable expectation that the company has adequate resources to continue in operational existence for the foreseeable future. Accordingly, they have adopted the going concern basis in preparing the annual report and accounts.

Auditor

Deloitte LLP have expressed their willingness to continue in office as auditor and a resolution to reappoint them will be proposed at the forthcoming Annual General Meeting

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

A Barr Director

24 July 2013

Directors' responsibilities statement

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 then apply them consistently,
- make judgements and estimates that are reasonable and prudent,
- state whether applicable UK Accounting Standards have been followed, subject to any material departures disclosed and explained in the financial statements, 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 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 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 JLA Limited

We have audited the financial statements of JLA Limited for the year ended 31 October 2012 which comprise the profit and loss account, the note of historical cost profits and losses, the balance sheet and the related notes 1 to 22 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 more fully explained in the directors' responsibilities statement, 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 Practice Board's Ethical Standards for Auditors

Scope of the audit of 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 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

In our opinion the financial statements

- give a true and fair view of the state of the company's affairs as at 31 October 2012 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 matters prescribed in the Companies Act 2006

In our opinion the information 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 JLA 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

Simon Manning (Senior Statutory Auditor)

for and on behalf of Deloitte LLP

Chartered Accountants and Statutory Auditor

Leeds

31 July 2013

Profit and loss account Year ended 31 October 2012

	Notes	2012 £	2011 £
Turnover	1, 2	24,151,344	23,824,515
Cost of sales		(19,134,701)	(19,222,484)
Gross profit		5,016,643	4,602,031
Administrative expenses		(4,059,486)	(6,408,050)
Operating profit before depreciation, profit on disposal of fixed assets and operating exceptional items		1,923,138	1,736,378
Depreciation	10	(832,673)	(487,695)
Profit on disposal of fixed assets	3	7,623	22,150
Operating exceptional items	6	(140,931)	(3,076,852)
Operating profit/(loss)	3	957,157	(1,806,019)
Interest receivable		2,503	-
Interest payable	7	(65,989)	(40,724)
Profit/(loss) on ordinary activities before taxation		893,671	(1,846,743)
Tax on profit/(loss) on ordinary activities	8	(96,850)	57,026
Profit/(loss) for the financial year	20	796,821	(1,789,717)

All amounts relate to continuing operations

The company has no recognised gains and losses other than the profit above and therefore no separate statement of total recognised gains and losses has been presented

Note of historical cost profits and losses Year ended 31 October 2012

	2012 £	2011 £
Reported profit/(loss) on ordinary activities before taxation	893,671	(1,846,743)
Difference between a historical cost depreciation charge and the actual depreciation charge for the year calculated on the revalued amount	12,709	12,709
Historical cost profit/(loss) on ordinary activities before taxation	906,380	(1,834,034)
Historical profit/(loss) for the year after taxation	809,530	(1,777,008)

Balance sheet As at 31 October 2012

	Notes	2012 £	2011 £
Fixed assets			
Intangible fixed assets	9	32,000	32,000
Tangible fixed assets	10	4,138,456	3,639,719
		4,170,456	3,671,719
Current assets			
Stocks	11	4,905,354	4,520,990
Debtors	12	27,577,861	20,430,550
Cash in hand		5,992,534	2,709,808
		38,475,749	27,661,348
Creditors: amounts falling due within one year	13	(41,016,947)	(30,400,597)
Net current liabilities		(2,541,198)	(2,739,249)
Total assets less current liabilities		1,629,258	932,470
Creditors: amounts falling due after more			
than one year	14		(100,033)
Net assets		1,629,258	832,437
Capital and reserves		<u></u>	
Called up share capital	19	150,000	150,000
Revaluation reserve	20	803,550	816,259
Profit and loss account	20	675,708	(133,822)
Shareholders' funds	21	1,629,258	832,437

The financial statements of JLA Limited registered number 01094178 were approved by the Board of Directors on **24July 2013**Signed on behalf of the Board of Directors

A Barr Director

Notes to the financial statements Year ended 31 October 2012

1. Accounting policies

Basis of accounting

The financial statements have been prepared under the historical cost convention as modified by the revaluation of freehold property and in accordance with applicable United Kingdom law and accounting standards. The accounts have been prepared on a going concern basis. Further detail is given in the directors' report. The accounting policies have been applied consistently in the current and prior period.

Cash flow statement

Under Financial Reporting Standard 1 the company is exempt from the requirement to prepare a cash flow statement on the grounds that a parent undertaking includes the company's cash flows in its own published consolidated cash flow statement

Turnover

The turnover shown in the profit and loss account represents the value of goods and services provided during the year, stated net of value added tax. Revenue represents the amounts receivable from customers during the year and is recognised on an accruals basis.

Intangible fixed assets and amortisation

Goodwill is the difference between amounts paid on the acquisition of a business and the fair value of the identifiable assets and liabilities. It is amortised to the profit and loss account over its estimated economic life

Tangible fixed assets

Tangible fixed assets are stated at cost or valuation less depreciation. Depreciation is provided at rates calculated to write off the cost or valuation of fixed assets, less their estimated residual value, over their expected useful lives on the following bases

Freehold property - 2% on revalued amount

Improvement expenditure-5 yearsMotor vehicles-3-4 yearsFixtures and fittings-3-8 years

An amount equal to the excess of the annual depreciation charge on revalued assets over the notional historical cost depreciation charge on those assets is transferred annually from the revaluation reserve to the profit and loss reserve

Revaluation of tangible fixed assets

Individual freehold and leasehold properties are carried at current year value at the balance sheet date. A full valuation is obtained from a qualified valuer for each property every five years, with an interim valuation three years after the previous full valuation, and in any year where it is likely that there has been a material change in value

Revaluation gains and losses are recognised in the statement of total recognised gains and losses unless losses exceed the previously recognised gains or reflect a clear consumption of economic benefits, in which case the losses are recognised in the profit and loss account

Notes to the financial statements Year ended 31 October 2012

1. Accounting policies (continued)

Stocks

Stocks and work in progress are valued at the lower of cost and net realisable value after making due allowances for obsolete and slow-moving items. Costs include all direct expenditure

Hire purchase agreements

Assets obtained under hire purchase contracts and finance leases are capitalised as tangible fixed assets. Assets acquired by finance lease are depreciated over the shorter of the lease term and their useful lives. Assets acquired by hire purchase are depreciated over their useful lives. Finance leases are those where substantially all of the benefits and risks of ownership are assumed by the company. Obligations under such agreements are included in creditors net of the finance charge allocated to future periods. The finance element of the rental payment is charged to the profit and loss account so as to produce a constant periodic rate of charge on the net obligation outstanding in each period.

Operating lease agreements

Rentals under operating leases are charged on a straight line basis over the lease term

Benefits received and receivable as an incentive to sign an operating lease are recognised on a straight line basis over the period until the date the rent is expected to be adjusted to the prevailing market rate

Pension costs

The company participates in a group money purchase pension scheme. Contributions payable for the year in respect of the company's employees are charged to the profit and loss account.

Taxation

Current tax is provided at amounts expected to be paid (or recovered) using the tax rates and laws that have been enacted or substantively enacted by the balance sheet date

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

A net deferred tax asset is regarded as recoverable and therefore, recognised only when, 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 the timing differences are expected to reverse based on tax rates and laws that have been enacted or substantively enacted by the balance sheet date. Deferred tax is measured on a non-discounted basis

Foreign currency

Transactions in foreign currencies are recorded at the rate of exchange at the date of the transaction or, if hedged, at the forward contract rate. Monetary assets and liabilities denominated in foreign currencies at the balance sheet date are reported at the rates of exchange prevailing at that date or, if appropriate, at the forward contract rate.

Notes to the financial statements Year ended 31 October 2012

2. Turnover

The turnover and profit before tax are attributable to the one principle activity of the company and arise wholly within the United Kingdom

3. Operating profit/ (loss)

		2012 £	2011 £
	The operating profit is stated after charging/ (crediting)	*	*
	Depreciation of tangible fixed assets		
	- owned by the company	769,784	415,676
	- held under finance leases	62,889	72,019
	Auditor's remuneration for audit services		
	Fees payable to the company's auditor for the audit of		
	the company's annual accounts	78,000	67,000
	Operating lease rentals		
	- other than land and buildings	639,291	670,382
	Profit on disposal of tangible fixed assets	(7,623)	(22,150)
	g. 		
4.	Staff costs		
	Staff costs, including directors' remuneration, were as follows		
		2012	2011
		£	£
	Wages and salaries	13,507,985	14,630,101
	Social security costs	1,520,319	1,499,742
	Other pension costs	380,582	364,805
		15,408,886	16,494,648
			
	The average monthly number of staff during the year was as follows		
		2012	2011
		No.	No.
	Selling and production	309	242
	Administration and management	111	77
	Research	2	2
		422	321
		=======================================	

Notes to the financial statements Year ended 31 October 2012

5. Directors' emoluments

	2012 £	2011 £
Emoluments	813,726	673,883
Company pension contributions to money purchase pension schemes		8,629

During the year no retirement benefits were accrued for the directors (2011 - 3) in respect of money purchase pension schemes

The highest paid director received remuneration of £450,000 (2011 - £469,810)

6. Administrative expenses

During the year there was £140,931 (2011 £3,076,852) of exceptional administrative expenses that related to the restructuring of the group

7. Interest payable

	interest payable		
		2012 £	2011 £
	On bank loans and overdrafts	59,898	30,439
	On finance leases and hire purchase contracts	6,091	10,285
		65,989	40,724
8.	Taxation		
		2012 £	2011 £
	Analysis of tax charge in the year		
	Current tax (see note below)		
	UK corporation tax charge on profit/ (loss) for the year	-	-
	Adjustments in respect of prior periods	5,910	
	Total current tax	5,910	
	Deferred tax (see note 15)		
	Origination and reversal of timing differences	(33,715)	(57,026)
	Adjustment in respect of prior periods	108,854	-
	Effect of change in tax rate	15,801	
	Total deferred tax	90,940	(57,026)
	Tax on profit/(loss) on ordinary activities	96,850	(57,026)

Notes to the financial statements Year ended 31 October 2012

8. Taxation (continued)

The UK Government announced in March 2012 that it intended to reduce the main rate of UK corporation tax from 25% to 23% and Finance Act 2012, which was substantively enacted on 17 July 2012, included provisions to reduce the rate of corporation tax to 23% with effect from 1 April 2013 Accordingly, deferred tax balances have been revalued to the lower rate of 23% in these accounts, which has resulted in a debit to the profit & loss account of £15,801

In addition, the Finance Act 2013 was enacted on 17 July 2013 and this reduced the UK main tax rate further to 21% from 1 April 2014 and 20% from 1 April 2015. As this legislation was not substantively enacted by 31 October 2012, the impact of the anticipated rate change is not reflected in the tax provisions reported in these accounts. If the deferred tax assets and liabilities of the company were all to reverse after 1 April 2015, the effect of the changes from 23% to 20% would be to reduce the net deferred tax asset by £23,700. To the extent that the deferred tax asset reverses more quickly than this, the impact on the net deferred tax asset will be reduced.

Factors affecting tax charge for the year

The tax assessed for the year differs from the standard rate of corporation tax in the UK (28%) The differences are explained below

	·	2012 £	2011 £
	Profit/(loss) on ordinary activities before tax	893,671	(1,846,743)
	Profit/ (loss) on ordinary activities multiplied by standard rate of corporation tax in the UK of 24 83% (2011 – 26 83%)	· 221,898	(495,481)
	Effects of		
	Expenses not deductible for tax purposes Timing differences on fixed assets Group relief Prior period adjustment Current tax charge for the year (see note above)	47,341 33,486 (302,725) 5,910	49,122 110,663 335,696
9.	Intangible fixed assets		
			Goodwill £
	Cost At 1 November 2011 and 31 October 2012		32,000
	Amortisation At 1 November 2011 and 31 October 2012		
	Net book value At 31 October 2012		32,000
	At 31 October 2011		32,000

Notes to the financial statements Year ended 31 October 2012

10. Tangible fixed assets

	Freehold property	Improvement expenditure	Plant & Machinery £	Motor vehicles	Fixtures and fittings £	Totai £
Cost or valuation						
At 1 November 2011	2,200,000	211,708	497,127	1,139,221	2,315,751	6,363,807
Additions	-	4,490	163,142	361,136	968,488	1,497,256
Disposals			(627)	(365,723)	(66,342)	(432,692)
At 31 October 2012	2,200,000	216,198	659,642	1,134,634	3,217,897	7,428,371
Depreciation						
At 1 November 2011	137,995	197,350	41,151	493,921	1,853,671	2,724,088
Charge for the year	46,124	4,536	221,542	177,382	383,088	832,673
Disposals			(19)	(186,388)	(80,438)	(266,846)
At 31 October 2012	184,119	201,886	262,674	484,915	2,156,321	3,289,915
Net book value						
At 31 October 2012	2,015,881	14,312	396,968	649,719	1,061,576	4,138,456
At 31 October 2011	2,062,005	14,358	455,976	645,300	462,080	3,639,719

The net book value of assets held under finance leases or hire purchase contracts, included above, are as follows

	2012 £	2011 £
Fixtures and fittings Motor vehicles	63,255 63,427	113,672 120,208
	126,682	233,880

The freehold property was re-valued in December 2008 at a value of £2,200,000, on an open market basis, by a member of the Royal Institute of Chartered Surveyors on behalf of Lambert Smith Hampton Group Limited

If the land and buildings had not been included at valuation they would have been included under the historical cost convention as follows

	2012 £	2011 £
Cost Accumulated depreciation	1,664,428 (448,729)	1,664,428 (415,440)
Net book value	1,215,699	1,248,988

Notes to the financial statements Year ended 31 October 2012

11. Stocks

11,	Otocha		
		2012	2011
		£	£
	Finished goods and goods for resale	4,905,354	4,520,990
			·
12.	Debtors		
		2012	2011
		£	£
	Trade debtors	2,167,490	1,906,877
	Amounts owed by group undertakings	24,563,795	17,851,290
	Other debtors	75,708	13,593
	Prepayments and accrued income	575,724	372,706
	Deferred tax asset (see note 15)	195,144	286,084
		27,577,861	20,430,550
13.	Creditors: amounts falling due within one year		
		2012	2011
		£	£
	Net obligations under finance leases and hire purchase contracts	89,198	110,410
	Trade creditors	2,597,815	
	Amounts owed to group undertakings	35,144,447	24,010,631
	Corporation tax	183,002	177,092
	Social security and other taxes	546,360	
	Other creditors	74,137	•
	Accruals and deferred income	2,381,988	2,493,157
		41,016,947	30,400,597

Other creditors include contributions payable of £1,002 (2011 - £55,319) arising from the company's participation in a group defined contribution pension scheme

Notes to the financial statements Year ended 31 October 2012

14. Creditors: amounts falling due after more than one year

		2012 £	2011 £		
	Net obligations under finance leases and hire purchase contracts	-	100,033		
	Obligations under finance leases and hire purchase contracts, included above, are payable as follows				
	•	2012 £	2011 £		
	Between one and two years		73,634		
	Between two and five years	-	26,399		
15.	Deferred tax asset				
		2012 £	2011 £		
	At beginning of year Movement Transfer	286,084 (90,940) -	215,911 57,026 13,147		
	At end of year (see note 12)	195,144	286,084		
	The deferred tax asset is made up as follows				
		2012 £	2011 £		
	Tuning differences on fixed assets Other timing differences Prior year adjustment Transfer Effect of change of tax rate	286,084 33,715 (108,854) (15,801)	218,598 54,339 - 13,147		
		195,144	286,084		

16. Operating lease commitments

At 31 October 2012 the company had annual commitments under non-cancellable operating leases as follows

		Leases other than land and buildings	
	2012	2011	
	£	£	
Expiry date			
Within 1 year	738,665	465,111	
Between 2 and 5 years	659,466	344,228	

Notes to the financial statements Year ended 31 October 2012

17. Guarantee

The company makes use of bank facilities agreed on a JLA Clean group wide basis together with other companies under the control of JLA Clean Limited, whereby each company guarantees the borrowings of the others. Full details of the JLA Clean group's assets and liabilities are disclosed in the accounts of JLA Clean Limited.

18. Related party transactions

The company has taken advantage of the exemption granted by Financial Reporting Standard 8 "Related Party Disclosures" not to disclose transactions with other wholly owned group companies

19. Share capital

		2012 £	2011 £
	Allotted, called up and fully paid		
	150,000 Ordinary shares of £1 each	150,000	150,000
20.	Reserves		
		Revaluation reserve £	Profit and loss account £
	At 1 November 2011	816,259	(133,822)
	Profit for the year	•	796,821
	Realised revaluation surplus	(12,709)	12,709
	At 31 October 2012	803,550	675,708
21.	Reconciliation of movement in shareholders' funds		
		2012 £	2011 £
	Opening shareholders' funds	832,437	2,622,154
	Profit/(loss) for the year	796,821	(1,789,717)
	Closing shareholders' funds	1,629,258	832,437

Notes to the financial statements Year ended 31 October 2012

22. Ultimate parent undertaking and controlling party

The company's immediate holding company is Vanilla Group Limited and the ultimate holding company is JLA Equityco Limited, which is incorporated in Great Britain and registered in England and Wales Copies of the group accounts of JLA Equityco Limited are available from Companies House, Crown Way, Cardiff CF14 3117

The largest group of which the company is a member and for which group financial statements are drawn up is that headed by JLA Equityco Limited

The smallest group of which the company is a member and for which group financial statements are drawn up is that headed by JLA Clean Limited

In the opinion of the directors, the company and the group are ultimately owned by investors whose investments are managed by HgCapital The directors do not consider there to be an ultimate controlling party