STRATEGIC REPORT, REPORT OF THE DIRECTOR AND FINANCIAL STATEMENTS

FOR THE YEAR ENDED 30 SEPTEMBER 2017

FOR

CERAMICA IMPEX LIMITED

COMPANIES HOUSE

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CERAMICA IMPEX LIMITED

COMPANY INFORMATION FOR THE YEAR ENDED 30 SEPTEMBER 2017

DIRECTOR:

Mr H L Namli

SECRETARY:

L F Kerrison

REGISTERED OFFICE:

UN9 Armstrong House

First Avenue Finningley Doncaster South Yorkshire DN9 3GA

REGISTERED NUMBER:

01479217

AUDITORS:

A Wigglesworth and Company Ltd

Chartered Accountants & Statutory Auditors

Armstrong House First Avenue Finningley Doncaster South Yorkshire DN9 3GA

STRATEGIC REPORT FOR THE YEAR ENDED 30 SEPTEMBER 2017

REVIEW OF BUSINESS

The Company is an importer and distributor of ceramic tiles, natural stone, sanitary ware and glass mosaics to the whole of the UK and Ireland. We offer direct shipment of mixed containers from our partner factories in Turkey and Italy alongside the supply of smaller quantities from our warehouse facility in Leeds.

RESULTS AND PERFORMANCE

The results of the Company for the year are set out in the Income Statement on page 9.

The Company has achieved a solid performance in what has again been a challenging market. The two key factors that we are working against are a weakening in consumer demand, and an increase in product costs arising from the depreciation of sterling. We are pleased with the way the business has responded to these difficult conditions. Although we have seen a slight decline in turnover, warehouse sales have continued to grow which has held up our margins. The extensive warehousing and showroom facilities that we developed three years ago have been shown to be a very worthwhile investment in a changing market place, as we explain below.

The increased warehousing capacity has enabled us to fully implement our marketing strategy of offering an extensive range of products and services. We have been able to increase the number of lines we carry and customers are now able to buy in smaller quantities with the introduction of part pallet, pick and pack and room lot warehouse sales. The combination of the increase in lines and the extension of the customer buying choice is the primary reason for being able to show an improvement in our gross profit margin.

STRATEGY

We have seen a shift in the market place from bulk buying to smaller, more frequent, orders. We believe that this is the way the market is moving, and that this will be the future of the ceramics market within the UK, as our customers look to control their stock levels more rigorously due to the restraint on funding. With the extensive capacity we have in our modern warehouse facility, this enables us to take full advantage of this development in customer buying strategy.

The warehouse has state of the art computerised bay racking, enabling us to offer the service of part pallet, pick and pack and room lot whilst a large bulk area gives us the capacity to hold greater volumes of the fast sellers.

We are also working with our customers to increase our presence in their stores by providing them with a range of promotional display stands. We see this as an effective way to develop the market for our wide range of products and increase sales revenues.

STRATEGIC REPORT FOR THE YEAR ENDED 30 SEPTEMBER 2017

KEY PERFORMANCE INDICATORS

The Board considers that our key performance indicators are those that communicate the financial performance and strength of the company, these being turnover, gross margin and profit before tax. These indicators are shown in the Income Statement on page 9.

ON BEHALF OF THE BOARD:

Mr H L Namli - Director

Date: 14/06/2018

REPORT OF THE DIRECTOR FOR THE YEAR ENDED 30 SEPTEMBER 2017

The director presents his report with the financial statements of the company for the year ended 30 September 2017.

DIVIDENDS

An interim dividend of £13,000 per share was paid on 7 April 2017. The director recommends that no final dividend be paid.

The total distribution of dividends for the year ended 30 September 2017 will be £1,300,000.

DIRECTOR

Mr H L Namli held office during the whole of the period from 1 October 2016 to the date of this report.

STATEMENT OF DIRECTOR'S RESPONSIBILITIES

The director is responsible for preparing the Strategic Report, the Report of the Director and the financial statements in accordance with applicable law and regulations.

Company law requires the director to prepare financial statements for each financial year. Under that law the director has 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 director must not approve the financial statements unless he is 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 director is required to:

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

The director is 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 him to ensure that the financial statements comply with the Companies Act 2006. He is also responsible for safeguarding the assets of the company and hence for taking reasonable steps for the prevention and detection of fraud and other irregularities.

STATEMENT AS TO DISCLOSURE OF INFORMATION TO AUDITORS

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

REPORT OF THE DIRECTOR FOR THE YEAR ENDED 30 SEPTEMBER 2017

AUDITORS

The auditors, A Wigglesworth and Company Ltd, will be proposed for re-appointment at the forthcoming Annual General Meeting.

ON BEHALF OF THE BOARD:

Mr H L Namli - Director

Date: 14/06/2018

REPORT OF THE INDEPENDENT AUDITORS TO THE MEMBERS OF CERAMICA IMPEX LIMITED

Opinion

We have audited the financial statements of Ceramica Impex Limited (the 'company') for the year ended 30 September 2017 which comprise the Income Statement, Other Comprehensive Income, Balance Sheet, Statement of Changes in Equity, Cash Flow Statement and Notes to the Cash Flow Statement, Notes to the Financial Statements, including a summary of significant accounting policies. The financial reporting framework that has been applied in their preparation is applicable law and United Kingdom Accounting Standards, including Financial Reporting Standard 102 'The Financial Reporting Standard applicable in the UK and Republic of Ireland' (United Kingdom Generally Accepted Accounting Practice).

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

In our opinion the financial statements:

- give a true and fair view of the state of the company's affairs as at 30 September 2017 and of its profit for the year then ended;
- have been properly prepared in accordance with United Kingdom Generally Accepted Accounting Practice; and
- have been prepared in accordance with the requirements of the Companies Act 2006.

Basis for opinion

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

Conclusions relating to going concern

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

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

Other information

The director is responsible for the other information. The other information comprises the information in the Strategic Report and the Report of the Director, but does not include the financial statements and our Report of the Auditors thereon.

Our opinion on the financial statements does not cover the other information and we do not express any form of assurance conclusion thereon.

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

REPORT OF THE INDEPENDENT AUDITORS TO THE MEMBERS OF CERAMICA IMPEX LIMITED

Opinion on other matters prescribed by the Companies Act 2006

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

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

Matters on which we are required to report by exception

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

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 director's remuneration specified by law are not made; or
- we have not received all the information and explanations we require for our audit.

Responsibilities of director

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

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

Our responsibilities for the audit of the financial statements

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

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

REPORT OF THE INDEPENDENT AUDITORS TO THE MEMBERS OF CERAMICA IMPEX LIMITED

A. Wingleswoon

Arthur Wigglesworth (Senior Statutory Auditor)
for and on behalf of A Wigglesworth and Company Ltd
Chartered Accountants & Statutory Auditors
Armstrong House
First Avenue
Finningley
Doncaster
South Yorkshire

Date: 19/6/2018

DN9 3GA

INCOME STATEMENT FOR THE YEAR ENDED 30 SEPTEMBER 2017

		2017	2016
	Notes	£	£
TURNOVER		14,279,224	14,776,876
Cost of sales		11,052,596	11,491,073
GROSS PROFIT		3,226,628	3,285,803
Administrative expenses		1,394,569	1,720,697
OPERATING PROFIT	5	1,832,059	1,565,106
Interest receivable and similar incon	ne	5,008	14,152
		1,837,067	1,579,258
Interest payable and similar expense	s 6	107,849	159,140
PROFIT BEFORE TAXATION		1,729,218	1,420,118
Tax on profit	7	343,398	291,447
PROFIT FOR THE FINANCIAL YEAR		1,385,820	1,128,671

OTHER COMPREHENSIVE INCOME FOR THE YEAR ENDED 30 SEPTEMBER 2017

	2017 Notes £	2016 £
PROFIT FOR THE YEAR	1,385,820	1,128,671
OTHER COMPREHENSIVE INCO	ME	<u> </u>
TOTAL COMPREHENSIVE INCOME FOR THE YEAR	1,385,820	1,128,671

BALANCE SHEET 30 SEPTEMBER 2017

		201	.7	201	.6
	Notes	£	£	£	£
FIXED ASSETS					
Tangible assets	9		293,781		348,258
CUDDENIE ACCETO					
CURRENT ASSETS Stocks	10	1 101 427		754 214	
	10	1,191,427	•	754,214	
Debtors	11	3,567,444		3,234,229	
Cash at bank and in hand		2,734,585		4,450,507	
		7,493,456		8,438,950	
CREDITORS					
Amounts falling due within one year	12	4,946,627		6,031,113	
NET CURRENT ASSETS			2,546,829		2,407,837
TOTAL ASSETS LESS CURRENT LIABILITIES			2,840,610		2,756,095
PROVISIONS FOR LIABILITIES	14		24,076		25,381
NET ASSETS			2,816,534		2,730,714
CAPITAL AND RESERVES					
Called up share capital	15		100		100
Retained earnings	16		2,816,434		2,730,614
SHAREHOLDERS' FUNDS			2,816,534		2,730,714

Mr H L Namli - Director

STATEMENT OF CHANGES IN EQUITY FOR THE YEAR ENDED 30 SEPTEMBER 2017

	Called up share capital £	Retained earnings	Total equity £
Balance at 1 October 2015	100	3,851,943	3,852,043
Changes in equity Dividends Total comprehensive income Balance at 30 September 2016	100	(2,250,000) 1,128,671 2,730,614	(2,250,000) 1,128,671 2,730,714
Changes in equity Dividends Total comprehensive income	-	(1,300,000) 1,385,820	(1,300,000) 1,385,820
Balance at 30 September 2017	100	2,816,434	2,816,534

CASH FLOW STATEMENT FOR THE YEAR ENDED 30 SEPTEMBER 2017

		2017	2016
	Notes	£	£
Cash flows from operating activities		62.000	2 255 245
Cash generated from operations	1	63,908	3,255,845
Interest paid		(159,193)	(68,331)
Tax paid		(297,655)	(558,983)
Net cash from operating activities		(392,940)	2,628,531
Cash flows from investing activities	s		
Purchase of tangible fixed assets		(46,490)	(182,168)
Sale of tangible fixed assets		18,500	69,000
Interest received		5,008	14,152
Net cash from investing activities		(22,982)	(99,016)
Cash flows from financing activitie	s	(1.200.000)	(2.250.000)
Equity dividends paid		(1,300,000)	(2,250,000)
Net cash from financing activities		(1,300,000)	(2,250,000)
(Decrease)/increase in cash and cas	h equivalents	(1,715,922)	279,515
Cash and cash equivalents at beginning of year	2	4,450,507	4,170,992
Cash and cash equivalents at end of	P		·
year	2	2,734,585	4,450,507
•	_		

NOTES TO THE CASH FLOW STATEMENT FOR THE YEAR ENDED 30 SEPTEMBER 2017

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

	2017	2016
	£	£
Profit before taxation	1,729,218	1,420,118
Depreciation charges	85,864	111,051
Profit on disposal of fixed assets	(3,397)	(27,867)
Finance costs	107,849	159,140
Finance income	(5,008)	(14,152)
·	1,914,526	1,648,290
(Increase)/decrease in stocks	(437,213)	182,192
(Increase)/decrease in trade and other debtors	(333,215)	417,254
(Decrease)/increase in trade and other creditors	(1,080,190)	1,008,109
Cash generated from operations	63,908	3,255,845

2. CASH AND CASH EQUIVALENTS

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

Year ended 30 September 2017

	30.9.17	1.10.16
	£	£
Cash and cash equivalents	2,734,585	4,450,507
		
Year ended 30 September 2016		
	30.9.16	1.10.15
	£	£
Cash and cash equivalents	4,450,507	4,170,992

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 30 SEPTEMBER 2017

1. STATUTORY INFORMATION

Ceramica Impex Limited is a private company, limited by shares, registered in Not specified/Other. The company's registered number and registered office address can be found on the Company Information page.

2. ACCOUNTING POLICIES

Basis of preparing the financial statements

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

Turnover

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

Tangible fixed assets

Depreciation is provided at the following annual rates in order to write off each asset over its estimated useful life.

Short leasehold

- 20% on cost

Plant and machinery

- 25% on reducing balance

Fixtures and fittings

Motor vehicles

15% on reducing balance25% on reducing balance

Computer equipment

- 50% on reducing balance

Stocks

Stocks are valued at the lower of cost and net realisable value, after making due allowance for obsolete and slow moving items.

Taxation

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

Current or deferred taxation assets and liabilities are not discounted.

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

Deferred tax

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

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

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

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NOTES TO THE FINANCIAL STATEMENTS - continued FOR THE YEAR ENDED 30 SEPTEMBER 2017

2. **ACCOUNTING POLICIES - continued**

Foreign currencies

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

Hire purchase and leasing commitments

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

Pension costs and other post-retirement benefits

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

3. **EMPLOYEES AND DIRECTORS**

	2017	2016
	£	£
Wages and salaries	625,381	953,326
Social security costs	50,773	105,539
Other pension costs	2,250	-
	678,404	1,058,865
The average number of employees during the year was as follows:		
	2017	2016
Selling	6	6
Administration	6	7
Operational	9	9
	21	22
	·	
DIRECTORS' EMOLUMENTS		
T C		

4. .

Information regarding the highest paid director is as follows:

	2017 £	2016 £
Emoluments etc	101,310	78,670

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NOTES TO THE FINANCIAL STATEMENTS - continued FOR THE YEAR ENDED 30 SEPTEMBER 2017

5. **OPERATING PROFIT**

The operating profit is stated after charging/(crediting):

		2017 £	2016 £
	Hire of plant and machinery	1,471	4,647
	Depreciation - owned assets	85,864	111,051
	Profit on disposal of fixed assets	(3,397)	(27,867)
	Auditors' remuneration	9,300	8,000
	Foreign exchange differences	20,411	(8,645)
	Operating lease	180,000	180,000
_	INTERPRETARY A DUTY A NID CHARLE A DESCRIPTION		
6.	INTEREST PAYABLE AND SIMILAR EXPENSES	2017	2016
		2017 £	2010 £
	Other interest	107,849	159,140
	Giner interest		=====
7.	TAXATION		
	Analysis of the tax charge		
	The tax charge on the profit for the year was as follows:		
		2017	2016
		£	£
	Current tax:	0.44.500	207.655
	UK corporation tax	344,703	297,655
	Deferred tax	(1,305)	(6,208)
	Tax on profit	343,398	291,447
			

Reconciliation of total tax charge included in profit and loss

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

Profit before tax	2017 £ 1,729,218	2016 £ 1,420,118
Profit multiplied by the standard rate of corporation tax in the UK of 19.498% (2016 - 20%)	337,163	284,024
Effects of: Expenses not deductible for tax purposes Depreciation in excess of capital allowances	3,303 2,932	4,545 2,878
Total tax charge	343,398	291,447

NOTES TO THE FINANCIAL STATEMENTS - continued FOR THE YEAR ENDED 30 SEPTEMBER 2017

8.	DIVIDENDS			
			2017	2016
	0.11		£	£
	Ordinary shares of £1 each Interim		1,300,000	2,250,000
9.	TANGIBLE FIXED ASSETS			
		Short leasehold £	Plant and machinery	Fixtures and fittings £
	COST	01.161	102 500	1 40 024
	At 1 October 2016 Additions	91,161	123,789 399	148,034 2,102
	At 30 September 2017	91,161	124,188	150,136
	DEPRECIATION			
	At 1 October 2016	52,827	83,320	52,234
	Charge for year	18,232	10,217	14,685
	Eliminated on disposal	<u>-</u>	<u>-</u>	
	At 30 September 2017	71,059	93,537	66,919
	NET BOOK VALUE			
	At 30 September 2017	20,102	30,651	83,217
	At 30 September 2016	38,334	40,469	95,800

NOTES TO THE FINANCIAL STATEMENTS - continued FOR THE YEAR ENDED 30 SEPTEMBER 2017

9. TANGIBLE FIXED ASSETS - continued

		Motor vehicles	Computer equipment £	Totals £
	COST	æ	~	~
	At 1 October 2016	251,625	54,941	669,550
	Additions	43,000	989	46,490
	Disposals	(35,800)	-	(35,800)
	At 30 September 2017	258,825	55,930	680,240
	DEPRECIATION			
	At 1 October 2016	84,775	48,136	321,292
	Charge for year	38,833	3,897	85,864
	Eliminated on disposal	(20,697)	<u>-</u>	(20,697)
	At 30 September 2017	102,911	52,033	386,459
	NET BOOK VALUE			
	At 30 September 2017	155,914	3,897	293,781
	At 30 September 2016	166,850	6,805	348,258
10.	STOCKS			
			2017	2016
			£	£
	Goods bought for resale		1,191,427	754,214
11.	DEBTORS: AMOUNTS FALLING DUE WITHIN (ONE YEAR		
			2017 £	2016 £
	Trade debtors		3,476,333	3,145,203
	Other debtors		42,366	34,380
	Prepayments		48,745	54,646
			3,567,444	3,234,229
12.	CREDITORS: AMOUNTS FALLING DUE WITHIN	N ONE YEAR		
			2017	2016
			£	£
	Trade creditors		2,595,390	2,026,827
	Tax		344,703	297,655
	Social security and other taxes		14,567	12,267
	VAT		219,478	235,527
	Other creditors		1,772,489	3,458,837
			4,946,627	6,031,113

NOTES TO THE FINANCIAL STATEMENTS - continued FOR THE YEAR ENDED 30 SEPTEMBER 2017

13. LEASING AGREEMENTS

	Minimum lease payments under non-cancellable operating leases fall due as follows: 2017			2016	
	Within one y	ear		£ 225,000	180,000 ———
14.	PROVISION	NS FOR LIABILITIES		2017	2016
	Deferred tax Accelerated	capital allowances		£ 24,076	£ 25,381 =====
		October 2016			Deferred tax £ 25,381
		ome Statement during year	ar		(1,305) 24,076
15.	CALLED U	P SHARE CAPITAL			
	Allotted, issu Number:	ed and fully paid: Class: Ordinary	Nominal value: £1	2017 £ 100	2016 £
16.	RESERVES				Retained earnings
	At 1 October Profit for the Dividends				2,730,614 1,385,820 (1,300,000)
	At 30 Septem	ber 2017			2,816,434

CERAMICA IMPEX LIMITED

NOTES TO THE FINANCIAL STATEMENTS - continued FOR THE YEAR ENDED 30 SEPTEMBER 2017

17. DIRECTOR'S ADVANCES, CREDITS AND GUARANTEES

The following transactions with H.L Namli, the company's sole director have occurred during the year:

	2017 £	2016 £
Rent payable	180,0000	180,000
Dividends paid	1,300,000	2,250,000
	2,430,000	1,543,750
The amount owing to the Director as at 30.09.2017	1,521,672	2,690,183
Interest Payable in the period	107,796	159,140

18. ULTIMATE CONTROLLING PARTY

The controlling party is Mr H L Namli.