Company Registration Number 1517630 (England and Wales)

BTS HOLDINGS PLC

ANNUAL REPORT AND FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 MARCH 2016



COMPANY INFORMATION

DIRECTORS

E A Davison
S Chopra
A C Eddy
J G Kendall
C A R Lawrence
C P Martin
I M Wright
K Chopra
Mrs H L Chopra
Mrs S Chopra

Mrs S Chopra Mrs I M A Davison Mrs C S Wilkin

SECRETARY AND REGISTERED OFFICE

I M Wright BTS House

69 - 73 Manor Road

Wallington

Surrey SM6 0DD

BANKERS

Barclays Bank Plc 1 North End Croydon

Surrey CR9 1RN

SOLICITORS

Gowens
Bourne House
475 Godstone Road
Whyteleafe
Surrey CR3 OBL

INDEPENDENT AUDITOR

Richard H Snelling 9 West Hill Sanderstead South Croydon

Surrey CR2 0SB

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The following pages do not form part of the statutory financial statements

Detailed trading and profit and loss account

STRATEGIC REPORT for the year ended 31 March 2016

The directors present the strategic report for the year ended 31 March 2016.

Principal activities

The company is a leading UK supplier of enterprise electronic communications solutions, offered direct and through business partners, both as turnkey systems and managed services. It specialises in operator consoles, contact centres, electronic directories, database integration and call logging. Its main areas of expertise are in software development, databases, telecommunications, data manipulation and information presentation.

Business review

During the year, the markets in which the company operated remained relatively flat in line with expectations. The company is continuing to invest heavily in research and development to enhance its existing offerings and to develop new solutions to grow its business profitably in the forthcoming years.

The key performance indicators for the year were as follows:

	2010	2015
•	£K	£K
Turnover	2,006	2,085
Profit before taxation	. 141	218
Profit after tax	162	197

The company's net funds increased by £ 28K from £ 954K to £ 982K at the year end (2015: reduction £ 109K). This increase includes an operating cash inflow of £ 320K (2015: £ 190K), a tax payment of £ 21K (2015: £ 15K), and capital expenditure of £ 74K (2015: £ 38K). The sale of fixed assets during the year generated receipts of £ 4K (2015: £ 13K). Dividend payments were £ 200K (2015: £ 250K).

The company had no borrowings during the year or at the year end and maintains a strong cash position.

The company's performance is monitored closely. In addition to the universal performance indicators of sales, gross margins, operating profit and cash flow, indicators of a more activity specific nature are used within the company to assess performance, for example, debt collection, order taking and project completions.

Risk management

The directors have under continuous review the principal risks and uncertainties facing the company in order to deal with them effectively. The directors consider the key risks to be the general economic outlook for the UK, the degree of dependency by the company on major customers and the need to ensure the company's products and services are competitive in its market.

STRATEGIC REPORT for the year ended 31 March 2016

Design and development

Expenditure on design and development amounted to £ 319,648 (2015: £ 309,124) in the year and at the year end the company employed 7 (2015: 6) people fully engaged on design and development.

Approved by the board of directors and signed on behalf of the board

S Chopra Chairman

Date: 22 September 2016

REPORT OF THE DIRECTORS for the year ended 31 March 2016

The directors present their report and the audited financial statements for the year ended 31 March 2016.

Results and dividends

The results for the period are set out in detail on page 9. A dividend of £ 200,000 was paid during the year.

Directors and their beneficial interests

The directors who served during the year and to the date of signing these accounts and their individual interest in shares in the company were as follows:

,	Ordinary Shares of £1 each		
	31-Mar-16	31-Mar-15	
E A Davison	10,200	10,200	
Mr S Chopra	9,500	9,500	
D K Fowler (resigned 30 June 2016)	-	-	
A C Eddy	<u>-</u>	-	
J G Kendall	-	-	
C A R Lawrence	-	-	
C P Martin	-	-	
I M Wright	-	-	
K Chopra (appointed 1 October 2015)	9,100	9,100	
Mrs H L Chopra (appointed 1 October 2015)	9,100	9,100	
Mrs S Chopra (appointed 1 October 2015)	9,400	9,400	
Mrs I M A Davison (appointed 1 October 2015)	18,500	18,500	
Mrs C S Wilkin (appointed 1 October 2015)	8,400	8,400	

The shareholdings comprise "B" ordinary shares apart from the 100 "A" ordinary shares held each by E A Davison and Mr S Chopra.

Supplier payment policy

The company's policy is to make payment in line with terms agreed with individual suppliers, payment being effected on average within 30 days of invoice.

Share Option Scheme

Details of the Company's share option scheme are given in note 14 to the accounts.

Independent auditor

A resolution to re-appoint Richard H Snelling as auditor will be proposed at the Annual General Meeting.

REPORT OF THE DIRECTORS for the year ended 31 March 2016

Statement of directors' responsibilities

The directors are responsible for preparing the annual report and the accounts 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 accounts in accordance with United Kingdom Generally Accepted Accounting Practice (United Kingdom Accounting Standards and applicable law). The accounts 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 these accounts, 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 accounts
- 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 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.

Disclosure of information to the auditor

In so far as the directors are aware:

- there is no relevant audit information of which the company's auditor is unaware and
- the directors have taken all steps that they ought to have taken to make themselves aware of any relevant audit information and to establish that the auditor is aware of that information

By order of the board

I M Wright

Director

Date: 22 September 2016

Registered Office

BTS House 69-73 Manor Road Wallington SM6 0DD

INDEPENDENT AUDITOR'S REPORT TO THE MEMBERS OF BTS HOLDINGS PLC

I have audited the financial statements of BTS Holdings Plc for the year ended 31 March 2016 which comprises the Profit and Loss Account, the Statements of other Comprehensive Income and of Retained Earnings, the Balance Sheet, the Cash Flow Statement and the related notes.

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. My audit work has ben undertaken so that I might state to the company's members those matters I am required to state to them in an auditor's report and for no other purpose. To the fullest extent permitted by law, I do not accept or assume responsibility to anyone other than the company and the company's members as a body, for my audit work, for this report, or for the opinions I have formed.

Respective responsibilities of directors and auditor

As explained more fully in the directors' responsibilities statement set out on page 6, the directors are responsible for the preparation of the financial statements and for being satisfied that they give a true and fair view. My responsibility is to audit the financial statements in accordance with applicable law and International Standards on Auditing (UK and Ireland). Those standards require me 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, I read all the financial and non-financial information in the Directors' and Strategic Reports 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 me in the course of performing the audit. If I become aware of any apparent material misstatements or inconsistencies I consider the implications for my report.

Opinion on financial statements

In my opinion the financial statements:

- give a true and fair view of the state of the company's affairs as at 31 March 2016 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.

INDEPENDENT AUDITOR'S REPORT TO THE MEMBERS OF BTS HOLDINGS PLC

Opinion on other matters prescribed by the Companies Act 2006

In my opinion the information given in the Directors' Report for the financial year for which the financial statements are prepared is consistent with the financial statements, and the Directors' Report has been prepared in accordance with applicable legal requirements.

Matters on which I am required to report by exception

I have nothing to report in respect of the following matters where the Companies Act 2006 requires me to report to you if, in my opinion:

• adequate accounting records have not been kept; or

edind H. Snelling

- the financial statements are not in agreement with the accounting records; or
- certain disclosures of directors' remuneration specified by law are not made; or
- I have not received all the information and explanations I require for my audit.

Richard H Snelling Statutory Auditor

Date: 22 September 2016

Richard H Snelling, Chartered Accountant, 9 West Hill, Sanderstead, South Croydon, Surrey, CR2 0SB.

PROFIT AND LOSS ACCOUNT for the year ended 31 March 2016

	Notes	2016 £	2015 £
Turnover	2	2,005,674	2,084,664
Cost of sales		(49,689)	(33,574)
Gross profit		1,955,985	2,051,090
Administrative expenses		(1,832,384)	(1,849,146)
Other operating income		13,467	12,752
Operating profit		137,068	214,696
Net interest receivable	3	3,688	3,953
Profit on ordinary activities before taxation	4	140,756	218,649
Tax on profit on ordinary activities	7	21,406	(21,126)
Profit on ordinary activities after taxation		162,162	197,522
Continuing operations Turnover and operating profit derive wholly from continuing operating services and Retained Earnings At 1 April 2015 Profit for the Year Dividend paid	rations.	1,215,275 162,162 (200,000)	1,267,753 197,522 (250,000)
At 31 March 2016		1,177,436	1,215,275
Statement of Comprehensive Income Surplus on revaluation of land and buildings Related deferred taxation At 31 March 2016		2,287,133 (250,000) 2,037,133	- - -

BALANCE SHEET as at 31 March 2016

	Notes	2016	2015
		£	£
Fixed assets			
Tangible assets	9	3,109,436	787,782
Current assets			
Stocks	10	36,551	24,663
Debtors	11	628,576	546,591
Cash at bank and in hand		982,422	953,988
•		1,647,548	1,525,241
		_,,,	-,,
Creditors: due within one year	12	(1,064,311)	(888,940)
Net current assets		583,238	636,301
Net current assets		363,236	030,301
Total assets less current liabilities		3,692,674	1,424,083
Creditors: due after one year	13	(279,004)	(9,708)
Creditors. due arter one year	15	(277,004)	(2,700)
Net assets		3,413,670	1,414,375
Capital and reserves			
Called up share capital	14	74,200	74,200
Share premium account	15	124,862	124,862
Capital redemption reserve	15	38	38
Revaluation reserve	15	2,037,133	-
Profit and loss account		1,177,436	1,215,275
		2 412 (50	1 414 275
Shareholders funds		3,413,670	1,414,375

The financial statements were approved by the board of directors on 22 September 2016 and signed on its behalf by :

S. Chopra
Director

CASH FLOW STATEMENT for the year ended 31 March 2016

Reconciliation of operating profit to net cash inflow from operating activities

	Notes	2016 £	2015 £
On anotice and fit		137,068	214,696
Operating profit Depreciation charges	9	41,769	53,509
Loss (Profit) on sale of tangible fixed assets	,	(2,285)	(8,422)
Increase in stocks		(11,888)	(13,843)
(Increase) decrease in debtors		(60,579)	258,872
Increase (decrease) in creditors		215,793	(314,565)
Net cash inflow from operating activities		319,878	190,246
Cash flow statement		£	£
Net cash inflow from operating activities		319,878	190,246
Cash inflow from servicing of finance	3	3,688	3,953
Taxation paid		(21,126)	(15,302)
Capital expenditure	16	(74,005)	(37,513)
		228,434	141,384
Equity dividends paid	8	(200,000)	(250,000)
Increase (decrease) in cash at bank and in hand	16	28,434	(108,616)
Reconciliation of net cash movement to moveme	ent in net funds		
		£	£
Increase (decrease) in cash at bank and in hand	16	28,434	(108,616)
Opening net funds		953,988	1,062,604
Closing net funds		982,422	953,988

1. ACCOUNTING POLICIES

The financial statements have been prepared in accordance with FRS 102 - The Financial Reporting Standard applicable in the UK and Republic of Ireland and the Companies Act 2006.

(a) Accounting Convention

The financial statements have been prepared under the historical cost convention as modified by the revaluation of certain assets.

(b) Turnover

Turnover consists of the net amounts invoiced to customers in respect of goods and services supplied during the financial year, excluding value added tax. The unexpired portions of warranties and service contracts are excluded from turnover and recognised in the periods to which they relate.

(c) Fixed assets

Depreciation is provided to write off the cost less estimated residual value of tangible fixed assets over their estimated useful economic lives as follows:

Computer equipment3 yearsMotor vehicles4 yearsRental inventory2 - 5 years

Commencing with these financial statements the freehold property will be revalued annually and restated on the balance sheet at current market value. In previous years the building at estimated cost of £800,000 was amortised over 50 years resulting in a charge of £16,000 p.a.

Expenditure on capital items costing under £1,000 is written off as incurred.

(d) Stock and work in progress

Stocks and work in progress are valued at the lower of cost or net realisable value after making due allowance for any obsolete or slow moving items of stock. Stocks comprise computer hardware and software purchased for resale.

(e) Design and development

Design and development constitutes a significant part of the company's activities and all expenditure thereon is written off as incurred.

(f) Leased assets

Expenditure under operating leases is charged to the profit and loss account as it is incurred.

Assets acquired under finance leases or hire purchase contracts are included in tangible fixed assets at the outright purchase price equivalent and depreciated in the same manner as other tangible fixed assets. The interest element of finance leases is charged to the profit and loss account.

1. ACCOUNTING POLICIES (continued.)

(g) Pension costs

The company operates a defined contribution pension scheme. Contributions are charged to the profit and loss account for the year in which they are payable to the scheme.

(h) Deferred taxation

Full provision is made for deferred tax assets and liabilities arising from timing differences between the recognition of gains and losses in the accounts and their recognition for tax purposes.

(i) Foreign currency translation

Transactions in foreign currencies are recorded at the exchange rate ruling at the date of transaction. All differences are taken to the profit and loss account.

2.	ANALYSIS OF TURNOVER BY ACTIVITY	2016 £	2015 £
	Systems Services	400,467 1,605,207	309,557 1,775,107
		2,005,674	2,084,664
3.	NET INTEREST (PAYABLE) RECEIVABLE	2016 £	2015 £
	Bank commission and charges Interest receivable	(763) 4,451	(1,039) 4,992
		3,688	3,953
4.	PROFIT ON ORDINARY ACTIVITIES BEFORE TAXATION	2016 £	2015 £
	This is stated after charging / (crediting) Auditor's remuneration (including expenses) Depreciation of fixed assets (Profit) on disposal of fixed assets Rental income (Surplus) loss on foreign currency translation	8,227 41,769 (2,285) (13,467) (1,160)	8,904 53,509 (8,422) (12,752) 1,144
	Design & Development	319,648	309,124

5	DIRECTORS' REMUNERATION	2016 £	2015 £
	Directors' emoluments including benefits in kind Pension contributions	356,771 80,088	364,109 59,253
	Six directors have benefits accruing under a money purchase pension s	cheme (2015: five)).
	The emoluments of the highest paid director were The pension contributions for the highest paid director were	82,294 445	62,603 13,563
	The pension contributions for the highest paid director were	443	13,303
6.	STAFF NUMBERS AND COSTS	2016	2015
		Number of	employees
	The average number of persons (including directors)		
	employed during the year analysed by category, were as follows:		
	Technical	25	25
	Marketing	7	- 8
	Administration	6	4
		38	37
		2016	2015
		£	£
	The aggregate payroll costs of these persons were as follows:		
	Wages and salaries	1,165,031	1,155,639
	Social security costs	127,337	126,509
	Other pension costs	116,285	83,339
		1,408,653	1,365,487

7.	TAX ON PROFIT ON ORDINARY ACTIVITIES		2016	2015
			£	£
	UK corporation tax @ 20%	•	(21,406)	21,126
	5-1 50-po-miles (m. 6) 2 075		(22,100)	

The tax credit is due to the utilisation of the loss for taxation purposes against prior year profits.

No liability for deferred taxation arises in respect of accelerated capital allowances on equipment as the tax written down value of applicable fixed assets exceeds their net book value.

Deferred taxation of £250,000 has been provided based on the revaluation of the freehold property and is set off against the surplus arising.

Factors affecting tax charge for the year: Profit on ordinary activities before tax	140,756	218,649
Tax @ 20%	28,151	43,730
Effects of:		
Expenses not deductible for tax purposes	172	315
Capital allowances in excess of depreciation	(9,084)	2,053
Design and development expenditure	(40,645)	(24,971)
Current tax credit (2015: charge) for the year	(21,406)	21,126
DIVIDENDS	2016	2015
·	£	£
Ordinary dividend on equity shares paid in year	200,000	250,000

Dividends paid since the year end amount to £83,333.

8.

NOTES TO THE FINANCIAL STATEMENTS for the year ended 31 March 2016

9. TANGIBLE FIXED ASSETS

TANGIBLE FIXED ASSETS					
	Land and	Computer	Rental	Motor	
	Buildings	Equipment	Inventory	Vehicles	Total
	£	£	£	£	£
Cost or Revaluation					
At 1 April 2015	952,867	141,999	358,190	83,033	1,536,089
Additions	-	23,277	36,883	17,446	77,605
Disposals	-	-	(7,445)	(15,785)	(23,230)
Revaluation adjustment	2,047,133				2,047,133
At 31 March 2016	3,000,000	165,276	387,628	84,694	3,637,598
Depreciation		•			
At 1 April 2015	240,000	121,571	352,732	34,004	748,307
Charge for year	-	20,603	1,446	19,720	41,769
Disposals	_	-	(7,445)	(14,470)	(21,915)
Revaluation adjustment	(240,000)			<u> </u>	(240,000)
At 31 March 2016	0	142,174	346,733	39,254	528,162
Net book value					
At 31 March 2016	3,000,000	23,101	40,895	45,440	3,109,436
At 31 March 2015	712,867	20,428	5,458	49,029	787,782

Based on several enquiries received during the year from developers and a firm offer dated 1 April 2016, the directors decided to revalue the freehold land and building at £3M at the year end so that the balance sheet more accurately reflects the net worth of the company.

The comparable amounts for land and buildings under the historical cost convention at 1 April 2015 were:

	Land	Buildings	Total
Cost	152,867	800,000	952,867
Depreciation	-	240,000	240,000
Book value	152,867	560,000	712,867

The freehold premises are subject to a standard Barclays Bank Plc mortgage and debenture. However, there is currently no debt outstanding with the Bank.

There was £ 32,954 of authorised and contracted capital commitments at the year end (2015: £ 1,500).

10.	STOCK AND WORK IN PROGRESS	2016 £	2015 £
	Stocks	36,551	24,663
11.	DEBTORS	2016	2015
		£	£
	Trade debtors	565,524	504,826
	Corporation tax (note 7)	21,406	-
	Other debtors and prepayments	41,646	41,765
		628,576	546,591
12.	CREDITORS - due within one year	2016	2015
	·	£	£
	Trade creditors	15,984	10,737
	Corporation tax (note 7)	-	21,126
	Other taxes and social security	118,246	100,088
	Provision for warranties	31,605	19,979
	Service income deferred	681,298	625,522
	Accruals	33,203	40,035
	Other creditors	183,975	71,453
		1,064,311	888,940
13.	CREDITORS : due after one year	2016	2015
	•	£	£
	Deferred taxation	250,000	-
	Provision for warranties	24,239	1,459
	Service income deferred	4,765	8,249
		279,004	9,708

CALLED UP SHARE CAPITAL	2016	2015
	£	£
Authorised:	•	
"A" ordinary shares of £1 each	200	200
"B" ordinary shares of £1 each	199,800	199,800
	200,000	200,000
Issued and fully paid:		
"A" ordinary shares	200	200
"B" ordinary shares	74,000	74,000
	74,200	74,200
	Authorised: "A" ordinary shares of £1 each "B" ordinary shares of £1 each Issued and fully paid: "A" ordinary shares	Authorised: "A" ordinary shares of £1 each "B" ordinary shares of £1 each 199,800 Issued and fully paid: "A" ordinary shares 200,000 "B" ordinary shares 74,000

Share Options

Following a resolution of the directors dated 2 April 2002, the company adopted the rules of the Inland Revenue qualifying Enterprise Management Incentive share option scheme.

The options may not be exercised later than the tenth anniversary of the Date of Grant and lapse on termination of the option holder's employment.

On 30 September 2015 all remaining options granted to employees time expired.

15.	RESERVES	Revaluation reserve £	Share premium account £	Capital redemption reserve
	At 1 April 2015 Revaluation in year	2,037,133	124,862	38
	At 31 March 2016	2,037,133	124,862	38

16.	NOTES TO CASH FLOW STATEMENT		2016	2015
	6 11 11		£	£
(a)	Capital expenditure			
	Payments to acquire tangible fixed assets		(77,605)	(50,413)
	Receipts from sales of tangible fixed assets		3,600	12,900
	Net cash outflow for capital expenditure		(74,005)	(37,513)
(b)	Analysis of changes in net funds	At 1 April	Cash flow	At 31 March
		2015 £	£	2016 £
	Net cash:			
	Cash at bank and in hand	953,988	28,434	982,422

17. RELATED PARTY TRANSACTIONS Controlling parties

The company is jointly controlled by Mr EA Davison and Mr S Chopra by virtue of their directorships and close family shareholdings. Dividends paid to each director during the year were as follows:

Director	Dividend paid in year		
	2016	2015	
	£	£	
E A Davison	27,493	34,367	
S Chopra	25,606	32,008	
K Chopra	12,264	-	
Mrs H L Chopra	12,264	-	
Mrs S Chopra	12,668	-	
Mrs I M A Davison	24,932	-	
Mrs C S Wilkin	11,321	-	

18. POST BALANCE SHEET EVENTS

There were no post balance sheet events requiring disclosure (2015: Nil).

19. LEGAL FORM OF THE COMPANY

BTS Holdings plc is a public company, limited by shares, incorporated in Wales. The company's principle place of business, which is also its registered office, is disclosed on page 1 of these financial statements.