Registration number: 02131566

## A & GP (Group) Limited

Annual Reportand Consolidated Financial Statements

for the Year Ended 28 February 2015

RWB CA Limited Northgate House North Gate New Basford Nottingham NG7 7BQ

## A & GP (Group) Limited Contents

| Company Information                      |  |          | <u>1</u>             |
|--|--|----------|----------------------|
| Strategic Report                         |  |          | 2                    |
| Directors' Report                        |  |          | <u>3</u> to <u>4</u> |
| Statement of Directors' Responsibilities |  |          | <u>5</u>             |
| Independent Auditor's Report             |  |          | <u>6</u> to <u>7</u> |
| Consolidated Profit and Loss Account     |  |          | <u>8</u>             |
| Consolidated Balance Sheet               |  |          | 9                    |
| Balance Sheet                            |  |          | <u>10</u>            |
| Consolidated Cash Flow Statement         |  | <u>1</u> | 1 to 12              |
| Notes to the Financial Statements        |  | <u>1</u> | 3 to 31              |

# A & GP (Group) Limited Company Information

Mr P Pearson Mrs C Pearson

Company secretary Mrs C Pearson

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Barclays Bank Plc

Nottingham Group

PO Box 18

Bankers High Street

**Directors** 

Registered office

Nottingham NG1 6FF

RWB CA Limited

Northgate House

Auditors North Gate

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NG7 7BQ

## A & GP (Group) Limited Strategic Report for the Year Ended 28 February 2015

The directors present their strategic report for the year ended 28 February 2015.

#### **Business review**

#### Fair review of the business

Despite an overall fall in turnover, the one trading subsidiary of the group has remained profitable during the year to 28 February 2015.

#### A. & G.P. Trading Limited

The company is investing in a new product division, but the long term benefits are not expected to be seen until 2016. The company is also investing in computer structures to become a web based trading platform which should be completed by February 2016.

The company's business will continue to be managed by regularly monitoring key performance indicators whilst working capital and cash generation is reviewed monthly to ensure that the requirements of the business can be fully met from existing financial facilities.

It is the directors' opinion that the company will continue to be profitable in the following year to 28 February 2016.

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

|                   | Unit | 2015       | 2014       |
|-------------------|------|------------|------------|
| Turnover          | £    | 17,955,783 | 19,985,138 |
| Profit before tax | £    | 793,886    | 1,196,833  |

#### Principal risks and uncertainties

The directors consider the main risks facing the business is stock holding.

The client operates specific management of its stock with regular reviews of its pricing structures to ensure it remains competitive.

| Approved by the Board on 20 November 2015 and signed on its behalf by: |
|--|
|  |
| Mr P Pearson   |
| Director   |
| D 0  |

## A & GP (Group) Limited Directors' Report for the Year Ended 28 February 2015

The directors present their report and the consolidated financial statements for the year ended 28 February 2015.

#### Directors of the company

The directors who held office during the year were as follows:

Mr P Pearson

Mrs C Pearson

#### **Financial instruments**

#### Objectives and policies

The group has established objectives and policies to minimise financial risk. Price and credit risks are controlled through the initial buying decisions and the constant monitoring of stock levels and sales data. The directors believe that the group's funding arrangements are adequate for the control of liquidity and cashflow risks.

#### Price risk, credit risk, liquidity risk and cash flow risk

The business' activities expose it primarily to the financial risks of changes in foreign currency exchange rates.

The business' principal financial instruments comprise bank balances, bank overdrafts, trade debtors, trade creditors, financing arrangements and finance lease agreements. The main purpose of these instruments is to finance the business' operations.

In respect of bank balances, the liquidity risk is managed by maintaining a balance between the continuity of funding and flexibility through the use of overdrafts at floating rates of interest. All of the business' cash balances are held in such a way that achieves a competitive rate of interest. The business makes use of money market facilities where funds are available.

Trade debtors are managed in respect of credit and cash flow risk by policies concerning the credit offered to customers and the regular monitoring of amounts outstanding for both time and credit limits. The amounts presented in the balance sheet are net of allowances for doubtful debtors.

Trade creditors' liquidity risk is managed by ensuring sufficient funds are available to meet amounts due.

Loans comprise loans from the subsidiary companies to the holding company. The business manages the liquidity risk by ensuring that there are sufficient funds to meet payments.

The business is a lessee in respect of finance leased assets. The liquidity risk in respect of these is managed by ensuring that there are sufficient funds to meet the payments.

#### Disclosure of information to the auditor

Each director has taken steps that they ought to have taken as a director in order to make themselves aware of any relevant audit information and to establish that the group's auditor is aware of that information. The directors confirm that there is no relevant information that they know of and which they know the auditor is unaware of.

# A & GP (Group) Limited Directors' Report for the Year Ended 28 February 2015 ...... continued

| Approved by the Board on 20 November 2015 and signed o | n its behalf by: |
|--|------------------|
|  |                  |
|  |                  |
|  |                  |
|  |                  |
| Mr P Pearson   |                  |
| Director   |                  |
| Pag  | e 4              |

## A & GP (Group) Limited Statement of Directors' Responsibilities

The directors are responsible for preparing the Annual Report and the financial statements in accordance with applicable law and regulations. Company law requires the directors to prepare financial statements for each financial year. Under that law the directors have elected to prepare the financial statements in accordance with United Kingdom Generally Accepted Accounting Practice (United Kingdom Accounting Standards and applicable law). Under company law the directors must not approve the financial statements unless they are satisfied that they give a true and fair view of the state of affairs of the group and the company and of the profit or loss of the group for that period. In preparing these financial statements, the directors are required to: select suitable accounting policies and apply them consistently; make judgements and accounting estimates that are reasonable and prudent 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

responsible for keeping adequate accounting records that are sufficient to show and explain the

group's and the

directors are

| company's transactions and disclose with reasonable accuracy at any time the financial position of the            |
|---|
| group and the   |
| company and enable  |
| them  |
| to ensure that the financial statements comply with the Companies Act 2006.                                       |
| They are  |
| also responsible for safeguarding the assets of the   |
| group and 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 A & GP (Group) Limited

We have audited the financial statements of A & GP (Group) Limited for the year ended 28 February 2015, set out on pages 8 to 31. The financial reporting framework that has been applied in their preparation is applicable law and United Kingdom Accounting Standards (United Kingdom Generally Accepted Accounting Practice). This report is made solely to the company's members, as a body, in accordance with Chapter 3 of Part 16 of the Companies Act 2006. Our audit work has been undertaken so that we might state to the company's members those matters we are required to state to them in an auditor's report and for no other purpose. To the fullest extent permitted by law, we do not accept or assume responsibility to anyone other than the company and the company's members as a body, for our audit work, for this report, or for the opinions we have formed.

#### Respective responsibilities of directors and auditor

As explained more fully in the Statement of Directors' Responsibilities (set out on page 5), the directors are responsible for the preparation of the financial statements and for being satisfied that they give a true and fair view. Our responsibility is to audit and express an opinion on the financial statements in accordance with applicable law and International Standards on Auditing (UK and Ireland). Those standards require us to comply with the Auditing Practices Board's (APB's) Ethical Standards for Auditors.

#### Scope of the audit of the financial statements

An audit involves obtaining evidence about the amounts and disclosures in the financial statements sufficient to give reasonable assurance that the financial statements are free from material misstatement, whether caused by fraud or error. This includes an assessment of: whether the accounting policies are appropriate to the group's and parent 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 Reportand Consolidated Financial Statements to identify material inconsistencies with the audited financial statements and to identify any information that is apparently materially incorrect based on, or materially inconsistent with, the knowledge acquired by us in the course of performing the audit. If we become aware of any apparent material misstatements or inconsistencies we consider the implications for our report.

#### **Opinion on financial statements**

| In our  | opinion | the | financial | statements   |
|---------|---------|-----|-----------|--------------|
| III OUI |         | uic | mianolai  | State Helits |

| • our opinion the financial statements:  |
|--|
| give a true and fair view of the state of the group's and of the parent company's affairs as at            |
| 28 February 2015   |
| and of the group's   |
| profit   |
| for the  |
| year   |
| then ended;  |
| •  |
| have been properly prepared in accordance with United Kingdom Generally Accepted Accounting Practice ; and |
|  |

have been prepared in accordance with the requirements of the Companies Act 2006.

#### Opinion on other matter prescribed by the Companies Act 2006

In our opinion the information given in the Strategic Report and Directors' Report for the financial financial statements are prepared is consistent with the financial statements.

## Independent Auditor's Report to the Members of A & GP (Group) 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 by the parent company, or returns adequate for our audit have not been received from branches not visited by us; or
- · the parent company 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.

......

Neil Coupland FCA (Senior Statutory Auditor)
For and on behalf of RWB CA Limited, Statutory Auditor

Northgate House North Gate New Basford Nottingham NG7 7BQ

20 November 2015

# A & GP (Group) Limited Consolidated Profit and Loss Account for the Year Ended 28 February 2015

|   | Note      | 2015<br>£    | 2014<br>£    |
|---|-----------|--------------|--------------|
| Turnover  | 2         | 17,955,783   | 19,985,138   |
| Cost of sales   |           | (14,078,862) | (15,729,540) |
| Gross profit  |           | 3,876,921    | 4,255,598    |
| Administrative expenses   |           | (3,016,876)  | (3,006,444)  |
| Group operating profit  | <u>3</u>  | 860,045      | 1,249,154    |
| Other interest receivable and similar income                                | 7         | 62,081       | 53,328       |
| Interest payable and similar charges  | <u>8</u>  | (128,240)    | (105,649)    |
| Profit on ordinary activities before taxation                               |           | 793,886      | 1,196,833    |
| Tax on profit on ordinary activities  | <u>9</u>  | (168,530)    | (283,335)    |
| Profit for the financial year attributable to members of the parent company | <u>20</u> | 625,356      | 913,498      |

Turnover and operating profit derive wholly from continuing operations.

The group has no recognised gains or losses for the year other than the results above.

# A & GP (Group) Limited Consolidated Balance Sheet at 28 February 2015

|   | Note                   |            | 2015      | 20             | 14        |
|---|------------------------|------------|-----------|----------------|-----------|
|   | £                      | £          | £         | £              |           |
| Fixed assets  |                        |            |           |                |           |
| Intangible fixed assets                                 | <u>10</u>              |            | 253,965   |                | 301,561   |
| Tangible fixed assets                                   | <u>11</u>              |            | 498,879   |                | 492,777   |
| Current assets  |                        |            |           |                |           |
| Stocks  | <u>13</u><br><u>14</u> | 4,441,281  |           | 3,879,456      |           |
| Debtors   | <u>14</u>              | 6,849,252  |           | 5,077,224      |           |
| Cash at bank and in hand                                |                        | 119,524    |           | 16,951         |           |
|   |                        | 11,410,057 |           | 8,973,631      |           |
| Creditors: Amounts falling due within one year          | <u>15</u>              | (8,026,093 |           | 6,304,758<br>) |           |
| Net current assets                                      |                        |            | 3,383,964 | <u>-</u>       | 2,668,873 |
| Total assets less current liabilities                   |                        |            | 4,136,808 |                | 3,463,211 |
| Creditors: Amounts falling due after more than one year | <u>16</u>              |            | (146,529) |                | (86,156)  |
| Provisions for liabilities                              | <u>17</u>              |            | (16,483)  |                | (28,615)  |
| Net assets  |                        |            | 3,973,796 |                | 3,348,440 |
| Capital and reserves                                    |                        |            |           |                |           |
| Called up share capital                                 | <u>18</u>              | 5,000      |           | 5,000          |           |
| Profit and loss account                                 | <u>20</u>              | 3,968,796  |           | 3,343,440      |           |
| Shareholders' funds                                     | <u>21</u>              |            | 3,973,796 |                | 3,348,440 |

Approved and authorised for issue by the Board on 20 November 2015 and signed on its behalf by:

Mr P Pearson
Director

## A & GP (Group) Limited (Registration number: 02131566) Balance Sheet at 28 February 2015

|  | Note      | 2015<br>£   | 2014<br>£ |
|--|-----------|-------------|-----------|
| Fixed assets                                   |           |             |           |
| Investments                                    | <u>~2</u> | 342,752     | 342,752   |
| Current assets                                 |           |             |           |
| Debtors  | <u>~4</u> | 2,772,973   | 1,853,742 |
| Cash at bank and in hand                       |           | 250,329     | 7,796     |
|  |           | 3,023,302   | 1,861,538 |
| Creditors: Amounts falling due within one year | <u>′5</u> | (1,434,952) | (497,009) |
| Net current assets                             |           | 1,588,350   | 1,364,529 |
| Net assets                                     |           | 1,931,102   | 1,707,281 |
| Capital and reserves                           |           |             |           |
| Called up share capital                        | <u> </u>  | 5,000       | 5,000     |
| Profit and loss account                        | <u>20</u> | 1,926,102   | 1,702,281 |
| Shareholders' funds                            | <u>21</u> | 1,931,102   | 1,707,281 |

Approved and authorised for issue by the Board on 20 November 2015 and signed on its behalf by:

Mr P Pearson
Director

# A & GP (Group) Limited Consolidated Cash Flow Statement for the Year Ended 28 February 2015

### Cash flow statement

|  | Note      | 2015<br>£   | 2014<br>£ |
|--|-----------|-------------|-----------|
| Reconciliation of operating profit to net cash flow                  |           |             |           |
| from operating activities  |           |             |           |
| Operating profit   |           | 860,045     | 1,249,154 |
| Depreciation, amortisation and impairment charges                    |           | 173,026     | 132,688   |
| Loss on disposal of fixed assets                                     |           | 2,944       | 11,231    |
| Increase in stocks   |           | (561,825)   | (289,097) |
| Increase in debtors  |           | (1,772,028) | (390,303) |
| Increase/(decrease) in creditors                                     |           | 433,270     | (586,337) |
| Net cash (outflow)/inflow from operating activities                  |           | (864,568)   | 127,336   |
| Returns on investments and servicing of finance                      |           |             |           |
| Interest received  |           | 62,081      | 53,328    |
| HP and finance lease interest  |           | (8,823)     | (5,504)   |
| Interest paid  |           | (119,417)   | (100,145) |
|  |           | (66,159)    | (52,321)  |
| Tax received/(paid)  |           | 185,698     | (275,073) |
| Capital expenditure and financial investment                         |           |             |           |
| Purchase of tangible fixed assets                                    |           | (73,004)    | (74,483)  |
| Sale of tangible fixed assets  |           | 52,000      | 20,000    |
|  |           | (21,004)    | (54,483)  |
| Equity dividends paid  |           | <u> </u>    | (200,000) |
| Net cash outflow before management of liquid resources and financing |           | (766,033)   | (454,541) |
| Financing  |           | 4.050.000   | 044.007   |
| Value of new loans obtained during the period                        |           | 1,050,000   | 244,667   |
| Repayment of loans and borrowings                                    |           | 146,601     | 109,246   |
| Repayment of capital element of finance leases and HP contracts      |           | (122,545)   | (116,170) |
|  |           | 1,074,056   | 237,743   |
| Increase/(decrease) in cash  | <u>24</u> | 308,023     | (216,798) |

## A & GP (Group) Limited

### Consolidated Cash Flow Statement for the Year Ended 28 February 2015...... continued

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

|  | Note      | 2015<br>£   | 2014<br>£   |
|--|-----------|-------------|-------------|
| Increase/(decrease) in cash  |           | 308,023     | (216,798)   |
| Cash inflow from increase in loans   |           | (1,050,000) | (244,667)   |
| Cash outflow from repayment of loans   |           | (146,601)   | (109,246)   |
| Cash outflow from repayment of capital element of finance leases and hire purchase contracts |           | 122,545     | 116,170     |
| Change in net debt resulting from cash flows   | <u>24</u> | (766,033)   | (454,541)   |
| New finance leases   |           | (113,472)   | (193,926)   |
| Movement in net debt   | <u>24</u> | (879,505)   | (648,467)   |
| Net debt at 1 March  | <u>24</u> | (3,081,998) | (2,433,531) |
| Net debt at 28 February  | <u>24</u> | (3,961,503) | (3,081,998) |

### A & GP (Group) Limited

## Notes to the Financial Statements for the Year Ended 28 February 2015

..... continued

#### 1 Accounting policies

#### Basis of preparation

The financial statements have been prepared under the historical cost convention and in accordance with applicable accounting standards.

#### Basis of consolidation

The group financial statements consolidate the financial statements of the company and its subsidiary undertakings drawn up to 28 February 2015. Subsidiary undertakings are included using the acquisitions method of accounting. Under this method the group profit and loss account and statement of cashflows include the results and cashflows of subsidiaries from the date of acquisition and to the date of sale outside the group in the case of disposals of subsidiaries. The purchase consideration has been allocated to the assets and liabilities on the basis of fair value at the date of acquisition.

No profit and loss account is presented for the company as permitted by Section 408 of the Companies Act 2006. Its profit for the financial year was £341,628 (2014: £351,606).

#### Going concern

The financial statements have been prepared on a going concern basis.

Turnover represents amounts chargeable, net of value added tax, in respect of the sale of goods and services to customers.

#### Goodwill

Positive goodwill is capitalised, classified as an asset on the balance sheet and amortised on a straight line basis over its useful economic life. It is reviewed for impairment at the end of the first full financial year following the acquisition and in other periods if events or changes in circumstances indicate that the carrying value may not be recoverable.

If a subsidiary, associate or business is subsequently sold or closed, any goodwill arising on acquisition that was written off directly to reserves or that has not been amortised through the profit and loss account is taken into account in determining the profit or loss on sale or closure.

#### **Amortisation**

The following amortisation rates have been selected carefully after considering standard treatment and are considered relevant and acceptable. Amortisation is provided on intangible fixed assets so as to write off the cost, less any estimated residual value, over their expected useful economic life as follows:

**Asset class** Amortisation method and rate Goodwill Straight line over 4 and 20 years

#### Depreciation

Depreciation is provided on tangible fixed assets so as to write off the cost or valuation, less any estimated residual value, over their expected useful economic life as follows:

#### A & GP (Group) Limited

### Notes to the Financial Statements for the Year Ended 28 February 2015

#### ..... continued

Asset class Depreciation method and rate

Plant & Machinery 15% to 33% reducing balance basis

Fixtures, fittings and office equipment 10% reducing balance basis & 33% straight line basis

Motor vehicles 25% on reducing balance

#### Stock

Stock is valued at the lower of cost and net realisable value, after due regard for obsolete and slow moving stocks. Net realisable value is based on selling price less anticipated costs to completion and selling costs.

#### Deferred tax

Deferred tax is recognised, without discounting, in respect of all timing differences between the treatment of certain items for taxation and accounting purposes, which have arisen but not reversed by the balance sheet date, except as required by FRS19. Deferred tax is measured at the rates that are expected to apply in the periods when the timing differences are expected to reverse, based on the tax rates and law enacted at the balance sheet date.

#### Foreign currency

Transactions in foreign currencies are recorded at the exchange rate ruling at the date of the transaction. Monetary assets and liabilities denominated in foreign currencies are retranslated at the closing rates at the balance sheet date. All exchange differences are included in the profit and loss account.

#### Hire purchase and leasing

Rentals payable under operating leases are charged in the profit and loss account on a straight line basis over the lease term.

Assets held under finance leases, which are leases where substantially all the risks and rewards of ownership of the asset have passed to the group, are capitalised in the balance sheet as tangible fixed assets and are depreciated over the shorter of the lease term and their useful lives. The capital elements of future obligations under the leases are included as liabilities in the balance sheet. The interest element of the rental obligation is charged to the profit and loss account over the period of the lease and represents a constant proportion of the balance of capital repayments outstanding. Assets held under hire purchase agreements are capitalised as tangible fixed assets and are depreciated over the shorter of the lease term and their useful lives. The capital element of future finance payments is included within creditors. Finance charges are allocated to accounting periods over the length of the contract and represent a constant proportion of the balance of capital repayments outstanding.

#### Financial instruments

Financial instruments are classified and accounted for, according to the substance of the contractual arrangement, as financial assets, financial liabilities or equity instruments. An equity instrument is any contract that evidences a residual interest in the assets of the group after deducting all of its liabilities. Where shares are issued, any component that creates a financial liability of the group is presented as a liability in the balance sheet. The corresponding dividends relating to the liability component are charged as interest expense in the profit and loss account.

#### **Pensions**

The group operates a defined contribution pension scheme. Contributions are recognised in the profit and loss account in the period in which they become payable in accordance with the rules of the scheme.

#### Invoice discounting

Consideration received from the invoice discounting agent is shown as a creditor on the balance sheet until such time as the debt is settled. The risks and rewards of the sales invoices remain with the company and as such, the sales ledger remains on the balance sheet. Any bad debts, along with invoice discounting charges and interest are expensed to the profit and loss account as incurred.

| 2                       | Turnover   |            |            |
|-------------------------|--|------------|------------|
| An analysis of turnove  | er by geographical location is given below:            |            |            |
|                         |  | 2015       | 2014       |
|                         |  | £          | £          |
| Sales - UK              |  | 17,424,177 | 19,758,386 |
| Sales - Europe          |  | 531,606    | 226,752    |
|                         |  | 17,955,783 | 19,985,138 |
| 3 Operati               | ng profit  |            |            |
| Operating profit is sta | ted after charging:                                    |            |            |
|                         |  | 2015       | 2014       |
|                         |  | £          | £          |
| Operating leases - pla  | ant and machinery                                      | 887        | 9,065      |
| Operating leases - ot   | her assets   | 228,695    | 183,756    |
| Foreign currency gair   | ns   | (3,168)    | (16,129)   |
| Loss on sale of tangil  | ple fixed assets                                       | 2,944      | 11,231     |
| Depreciation of owne    | d assets   | 76,399     | 66,578     |
| Depreciation of asset   | s held under finance lease and hire purchase contracts | 49,031     | 39,708     |
| Amortisation            |  | 47,596     | 26,402     |
| Auditor's remuneration  | <b>n</b>   | 29,560     | 30,660     |
| 4                       | Auditor's remuneration                                 |            |            |
|                         |  | 2015       | 2014       |
|                         |  | £          | £          |
| Audit of the financial  | statements   | 10,700     | 10,500     |
| Other fees to audito    | rs   |            |            |
| Other services          |  | 18,860     | 20,160     |
|                         |  | 29,560     | 30,660     |
|                         |  |            |            |

£4,000 (2014 - £4,000) of the fee for auditing the financial statements and £6,360 (2014 - £7,660) of other fees to auditors relates to the company.

|  | Particulars of | employees |
|--|----------------|-----------|
|--|----------------|-----------|

5

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

| was as follows:   |                         |           |
|---|-------------------------|-----------|
|   | 2015                    | 2014      |
|   | No.                     | No.       |
| Administration  | 33                      | 34        |
| Warehouse   | 13                      | 13        |
| Office and management   | 4                       | 4         |
|   | 50                      | 51        |
| The aggregate payroll costs were as follows:                                  |                         |           |
|   | 2015                    | 2014      |
|   | £                       | £         |
| Wages and salaries  | 1,436,800               | 1,420,627 |
| Social security costs   | 149,482                 | 151,042   |
| Staff pensions  | 91,009                  | 107,782   |
|   | 1,677,291               | 1,679,451 |
| 6 Directors' remuneration   |                         |           |
| The directors' remuneration for the year was as follows:                      |                         |           |
|   | 2015                    | 2014      |
|   | £                       | £         |
| Remuneration (including benefits in kind)                                     | 49,234                  | 40,344    |
| Company contributions paid to money purchase schemes                          | 29,694                  | 29,693    |
| During the year the number of directors who were receiving benefits and share | incentives was as follo | ows:      |
|   | 2015                    | 2014      |
|   | No.                     | No.       |
| Accruing benefits under money purchase pension scheme                         | 1                       | 1         |
| Page 17   |                         |           |

| 7 Other interest receivable and similar income |                 |         |
|--|-----------------|---------|
|  | 2015            | 2014    |
|  | £               | £       |
| Other interest receivable                      | <u>62,081</u> = | 53,328  |
| 8 Interest payable and simila                  | r charges       |         |
|  | 2015            | 2014    |
|  | £               | £       |
| Interest on bank borrowings                    | 121,384         | 97,685  |
| Interest on other loans                        | (3,456)         | 1,330   |
| Other interest payable                         | 1,489           | 1,130   |
| Finance charges                                | 8,823           | 5,504   |
| Group interest payable and similar charges     | 128,240         | 105,649 |

9 Taxation

Tax on profit on ordinary activities

|  | 2015<br>£    | 2014<br>£ |
|--|--------------|-----------|
| Current tax                                    | <del>-</del> | _         |
| Corporation tax charge                         | 180,662      | 267,598   |
| Deferred tax                                   |              |           |
| Origination and reversal of timing differences | (12,132)     | 15,737    |
| Total tax on profit on ordinary activities     | 168,530      | 283,335   |

### Factors affecting current tax charge for the year

Tax on profit on ordinary activities for the year is higher than (2014 - lower than) the standard rate of corporation tax in the UK of 20.95% (2014 - 23.09%).

The differences are reconciled below:

|   | 2015<br>£ | 2014<br>£ |
|---|-----------|-----------|
| Profit on ordinary activities before taxation | 793,886   | 1,196,833 |
| Corporation tax at standard rate              | 166,347   | 276,289   |
| Acclerated capital allowances                 | 13,076    | (15,920)  |
| Expenses not deductible for tax purposes      | 622       | 4,636     |
| Loss on disposal of fixed assets              | 617       | 2,593     |
| Total current tax                             | 180,662   | 267,598   |

Intangible fixed assets

### 10

### Group

|                     | Goodwill<br>£ | Total<br>£ |
|---------------------|---------------|------------|
| Cost                |               |            |
| At 1 March 2014     | 810,746       | 810,746    |
| At 28 February 2015 | 810,746       | 810,746    |
| Amortisation        |               |            |
| At 1 March 2014     | 509,185       | 509,185    |
| Charge for the year | 47,596        | 47,596     |
| At 28 February 2015 | 556,781       | 556,781    |
| Net book value      |               |            |
| At 28 February 2015 | 253,965       | 253,965    |
| At 28 February 2014 | 301,561       | 301,561    |
|                     | Dago 20       |            |

### 11 Tangible fixed assets

#### Group

|                         | Plant and<br>machinery<br>£ | Fixtures, fittings and equipment £ | Motor<br>vehicles<br>£ | Total<br>£ |
|-------------------------|-----------------------------|------------------------------------|------------------------|------------|
| Cost or valuation       |                             |                                    |                        |            |
| At 1 March 2014         | 313,327                     | 386,023                            | 310,101                | 1,009,451  |
| Additions               | -                           | 27,696                             | 158,780                | 186,476    |
| Disposals               | <del>-</del>                |                                    | (79,119)               | (79,119)   |
| At 28 February 2015     | 313,327                     | 413,719                            | 389,762                | 1,116,808  |
| Depreciation            |                             |                                    |                        |            |
| At 1 March 2014         | 160,311                     | 255,205                            | 101,158                | 516,674    |
| Charge for the year     | 22,982                      | 39,748                             | 62,700                 | 125,430    |
| Eliminated on disposals |                             |                                    | (24,175)               | (24,175)   |
| At 28 February 2015     | 183,293                     | 294,953                            | 139,683                | 617,929    |
| Net book value          |                             |                                    |                        |            |
| At 28 February 2015     | 130,034                     | 118,766                            | 250,079                | 498,879    |
| At 28 February 2014     | 153,016                     | 130,818                            | 208,943                | 492,777    |

#### Leased assets

Included within the net book value of tangible fixed assets is £270,069 (2014 - £253,491) in respect of assets held under finance leases and similar hire purchase contracts. Depreciation for the year on these assets was £49,031 (2014 - £39,708).

Investments held as fixed assets

#### 12

#### Company

| 2015<br>£                       | 2014<br>£  |
|---------------------------------|--|
| 342,752                         | 342,752  |
| ıg interests                    |  |
| Subsidiary<br>undertakings<br>£ | Total<br>£   |
|                                 |  |
| 342,752                         | 342,752  |
| 342,752                         | 342,752  |
|                                 |  |
| 342,752                         | 342,752  |
| 342,752                         | 342,752  |
|                                 | £  342,752  Ing interests  Subsidiary undertakings £  342,752  342,752 |

#### **Details of undertakings**

Details of the investments in which the group holds 20% or more of the nominal value of any class of share capital are as follows:

| Undertaking                  | Holding  | Proportion of voting right and shares held | s Principal activity                               |
|------------------------------|----------|--|--|
| Subsidiary undertakings      |          |  |  |
| A & G.P. Trading Limited     | Ordinary | 100%                                       | Retailing of cabling<br>and associated<br>products |
| Cablelines Pronet Limited    | Ordinary | 100%                                       | Dormant  |
| Connectorco Limited          | Ordinary | 100%                                       | Dormant  |
| Cablenet Trackmaster Limited | Ordinary | 100%                                       | Dormant  |
| Netshop Limited              | Ordinary | 100%                                       | Dormant  |
| Kvmshop Limited              | Ordinary | 100%                                       | Dormant  |

For the year ending 28 February 2015 the following subsidiaries were entitled to exemption from audit under section 479A of the Companies Act 2006 relating to subsidiary companies:

Cablelines Pronet Limited
Connectorco Limited
Cablenet Trackmaster Limited
Netshop Limited

Kvmshop Limited

| 13                | Stocks    |           |         |      |  |
|-------------------|-----------|-----------|---------|------|--|
|                   | Group     |           | Company |      |  |
|                   | 2015      | 2014      | 2015    | 2014 |  |
| 13 Finished goods | £         | £         | £       | £    |  |
| Finished goods    | 4,441,281 | 3,879,456 |         |      |  |
|                   |           |           |         |      |  |

**Debtors** 

Group Company
2015 2014 2015 2014
£ £ £ £

Trade debtors 4,037,999 3,178,972 Other debtors 669,375 554,770 665,272 548,974 1,304,768 1,304,768 2,094,089 Directors' current accounts 2,094,089 Prepayments and accrued income 47,789 38,714 13,612 6,849,252 5,077,224 2,772,973 1,853,742

Group debtors includes £60,750 (2014 - £141,750) receivable after more than one year and parent company debtors includes £60,750 (2014 - £141,750) receivable after more than one year.

This can be analysed as follows:

14

| ,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,, | Group     |           | Company   |           |
|---|-----------|-----------|-----------|-----------|
|   | 2015<br>£ | 2014<br>£ | 2015<br>£ | 2014<br>£ |
| Other debtors                           | 60,750    | 141,750   | 60,750    | 141,750   |

15 Creditors: Amounts falling due within one year

|   | Group     |           | Compa     | any     |
|---|-----------|-----------|-----------|---------|
|   | 2015      | 2014      | 2015      | 2014    |
|   | £         | £         | £         | £       |
| Trade creditors   | 2,666,532 | 2,228,738 | -         | -       |
| Bank loans and overdrafts                                   | 3,835,769 | 2,910,268 | 250,000   | 111,840 |
| Other loans   | -         | 14,350    | -         | 14,350  |
| Obligations under finance lease and hire purchase contracts | 98,729    | 88,175    | -         | -       |
| Amounts owed to group undertakings                          | -         | -         | 737,875   | 161,031 |
| Corporation tax   | 712,985   | 346,625   | 428,627   | 184,557 |
| Other taxes and social security                             | 466,218   | 463,199   | -         | -       |
| Other creditors   | 15,000    | 16,061    | -         | -       |
| Accruals and deferred income                                | 230,860   | 237,342   | 18,450    | 25,231  |
| =   | 8,026,093 | 6,304,758 | 1,434,952 | 497,009 |
|   | _         | - 4       |           |         |

Creditors amounts falling due within one year includes the following liabilities, on which security has been given by the group/company:

| Group |
|-------|
|-------|

|  | 2015 | :         | 2014      |
|--|------|-----------|-----------|
|  | £    | :         | £         |
| Bank loans and overdrafts                                    |      | 3,731,937 | 2,806,167 |
| Obligations under finance leases and hire purchase contracts |      | 98,729    | 88,175    |
|  |      | 3,830,666 | 2,894,342 |

Bank loans and overdrafts are secured by a debenture over the group assets.

Included within bank loans and overdarfts is an invoice discounting loan of £3,165,769 (2014: £2,592,378) which is secured by a charge over the book debts of the group.

The obligations under hire purchase agreements are secured on the assets in which the finance relates.

#### 16 Creditors: Amounts falling due after more than one year

|   | Group     |           | Company   |           |
|---|-----------|-----------|-----------|-----------|
|   | 2015<br>£ | 2014<br>£ | 2015<br>£ | 2014<br>£ |
| Bank loans and overdrafts Obligations under finance lease and hire purchase contracts | 80,000    | -         | -         | -         |
|   | 66,529    | 86,156    | -         | -         |
|   | 146,529   | 86,156    | _         |           |

Creditors amounts falling due after more than one year includes the following liabilities, on which security has been given by the group/company:

### Group

|  | 2015 | 201         | 4    |
|--|------|-------------|------|
|  | £    | £           |      |
| Bank loans and overdrafts                                    |      | 88,000      | -    |
| Obligations under finance leases and hire purchase contracts |      | 66,529 86,  | ,156 |
|  |      | 154,529 86, | ,156 |

### Obligations under finance leases and HP contracts

| <b>Amounts</b> | repayable: |
|----------------|------------|
|----------------|------------|

| Amounts repayable:                        |                |               |                   |        |          |
|---|----------------|---------------|-------------------|--------|----------|
|   | Grou           | ıр            | Con               | npany  |          |
|   | 2015           | 2014          | 2015              | 20     | 14       |
|   | £              | £             | £                 |        | £        |
| In one year or less on demand             | 98,729         | 88,175        | -                 |        | -        |
| Between one and two years                 | 66,529         | 86,156        |                   |        |          |
| <del>-</del>                              | 165,258        | 174,331       |                   |        |          |
| 17  |                | Provisions    |                   |        |          |
|   | Gro            | up            |                   |        |          |
|   |                |               | Deferred tax<br>£ |        | tal<br>£ |
| At 1 March 2014                           |                |               | 28,615            |        | 28,615   |
| Utilised during the year                  |                |               | (12,132)          |        | (12,132) |
| At 28 February 2015                       |                |               | 16,483            |        | 16,483   |
|   | Analysis of de | ferred tax    |                   |        |          |
|   |                |               | 2015              |        | 2014     |
|   |                |               | £                 | 40.544 | £        |
| Accelerated capital allowances            |                |               |                   | 16,514 | 28,615   |
| 18  |                | Share capital |                   |        |          |
| Allotted, called up and fully paid shares |                |               |                   |        |          |
| 2   | 015            |               | 2014              |        |          |
|   | No.            | £             | No.               |        | £        |
| Ordinary of £1 each                       | 5,000          | 5,000         | 5,000             |        | 5,000    |

| 19                                 | Dividends |                                 |            |
|------------------------------------|-----------|---------------------------------|------------|
|                                    |           | 2015                            | 2014       |
|                                    |           | £                               | £          |
| Dividends paid                     |           |                                 |            |
| Current year interim dividend paid |           |                                 | 200,000    |
| 20                                 | Reserves  | <b>:</b>                        |            |
|                                    | Group     |                                 |            |
|                                    |           | Profit and loss<br>account<br>£ | Total<br>£ |
| At 1 March 2014                    |           | 3,343,440                       | 3,343,440  |
| Profit for the year                |           | 625,356                         | 625,356    |
| At 28 February 2015                |           | 3,968,796                       | 3,968,796  |
|                                    | Company   |                                 |            |
|                                    |           | Profit and loss<br>account<br>£ | Total<br>£ |
| At 1 March 2014                    |           | 1,702,281                       | 1,702,281  |
| Profit for the year                |           | 223,821                         | 223,821    |
| At 28 February 2015                |           | 1,926,102                       | 1,926,102  |
|                                    | Page 27   |                                 |            |

#### Reconciliation of movement in shareholders' funds

#### Group

| •   |           |           |
|---|-----------|-----------|
|   | 2015<br>£ | 2014<br>£ |
|   |           |           |
| Profit attributable to the members of the group   | 625,356   | 913,498   |
| Dividends   |           | (200,000) |
| Net addition to shareholders' funds               | 625,356   | 713,498   |
| Shareholders' funds at 1 March                    | 3,348,440 | 2,634,942 |
| Shareholders' funds at 28 February                | 3,973,796 | 3,348,440 |
|   |           |           |
| Company   |           |           |
|   | 2015      | 2014      |
|   | £         | £         |
| Profit attributable to the members of the company | 223,821   | 982,378   |
| Dividends   | <u> </u>  | (200,000) |
| Net addition to shareholders' funds               | 223,821   | 782,378   |
| Shareholders' funds at 1 March                    | 1,707,281 | 924,903   |
| Shareholders' funds at 28 February                | 1,931,102 | 1,707,281 |

22 Pension schemes

21

### Defined contribution pension scheme

The group operates a defined contribution pension scheme. The pension cost charge for the year represents contributions payable by the group to the scheme and amounted to £91,009 (2014 - £107,782).

23 Commitments

### Operating lease commitments

#### Group

As at 28 February 2015 the group had annual commitments under non-cancellable operating leases as follows: Operating leases which expire:

|                    | 2015    | 2014    |
|--------------------|---------|---------|
|                    | £       | £       |
| Land and buildings |         |         |
| Over five years    | 250,983 | 163,636 |
| Other              |         |         |
| Within one year    | 1,993   | 5,980   |

### 24 Analysis of net debt

|  | At 1 March 2014<br>£ | Cash flow<br>£ | Other non-cast<br>changes<br>£ | hAt 28 February<br>2015<br>£ |
|--|----------------------|----------------|--------------------------------|------------------------------|
| Cash at bank and in hand                   | 16,951               | 102,573        | -                              | 119,524                      |
| Bank overdraft                             | (205,450)            | 205,450        | -                              | -                            |
|  | (188,499)            | 308,023        | -                              | 119,524                      |
| Debt due within one year                   | (2,719,168)          | (1,196,601)    | -                              | (3,915,769)                  |
| Finance leases and hire purchase contracts | (174,331)            | 122,545        | (113,472)                      | (165,258)                    |
| Net debt                                   | (3,081,998)          | (766,033)      | (113,472)                      | (3,961,503)                  |

Related party transactions

#### 25

#### Directors' advances and credits

|  | 2015<br>Advance/<br>Credit<br>£ | 2015<br>Repaid<br>£ | 2014<br>Advance/<br>Credit<br>£ | 2014<br>Repaid<br>£ |
|--|---------------------------------|---------------------|---------------------------------|---------------------|
| Mr P Pearson                             |                                 |                     |                                 |                     |
| Loan given with interest charged @ 3.25% | 1,047,045 -                     |                     | 2,384 -                         |                     |
| Mrs C Pearson                            |                                 |                     |                                 |                     |
| Loan given with interest charged @ 3.25% | 1,047,044 -                     | 65<br>              | 2,384 <i>-</i>                  |                     |

The maximum outstanding during the year stood at £2,094,089 (2014: £1,304,768), which is split equally between the directors. Interest charged amounted to £55,347 (2014: £43,760).

#### Other related party transactions

During the year the company made the following related party transactions:

Cablelines (Nottingham) Limited 1988 Retirement And Death Benefit Scheme (Pension scheme in respect of the directors ) Three of the group companies were in receipt of loans from the scheme. These have now been furepaid.

| At the balance sheet date the amount due   | to | Cablelines (Nottingham) Limited 1988 Retirement And Deat      |
|--|----|---|
| Scheme was £nil ( 2014 - £14,350 ) .   |    |   |
| Mr P Pearson ( Director of the company   | )  | Mr P Pearson has given a limited guarantee of £600,000 to the |
| bankers to secure the bank and overdrafts shown within creditors due within one year. Mr P Pearson also received |    |   |
| dividends from the company of £Nil (2014: £100,000) in the year.   |    |   |

At the balance sheet date the amount due to Mr P Pearson was £nil ( 2014 - £nil ) .

Mrs C Pearson (Director of the company) Mrs C Pearson received dividends of £Nil (2014: £100,000) in the year At the balance sheet date the amount due to Mrs C Pearson was £nil (2014 - £nil).

The company has taken advantage of the exemption in FRS8 "Related Party Disclosures" from disclosing transactions with other members of the group.

26 Control

The company is controlled by the directors who own 100% of the called up share capital.

### 27 Limitation Liability Agreement

On 9 July 2015 the members approved the resolution for the Company to enter into a Limitation Liability Agreement with its Auditors. This agreement is limited to the period of one year from the date of approval by the members.

A summary of the principal terms is that the agreement limits the amount of any liability owed to the Company by the Auditor in respect of negligence, default, breach of duty or trust, occurring in the course of the audit of these accounts of which the Auditor may be guilty. The agreement will not limit the amount of the Auditor liability for fraud or regulations. The maximum amount of the Auditor's Liability to the company shall not exceed £1,000,000. In accordance with section 537 of the Companies Act 2006 this agreement does not limit the Auditor's liability to less than that which would be fair and reasonable as so determined in accordance with that section. The Auditor in this case refers to RWB CA Limited and its directors, employees, consultants and any other person for whom RWB CA Limited is vicariously liable.

Page 31

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