

Company Registration No. 2383895 (England and Wales)

**EXCLUSIVE LINENS LIMITED**  
**DIRECTORS' REPORT AND FINANCIAL STATEMENTS**  
**FOR THE YEAR ENDED 31 MARCH 2014**

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# **EXCLUSIVE LINENS LIMITED**

## **COMPANY INFORMATION**

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<b>Directors</b>	Mr R F Waistell Mrs R E Waistell
<b>Secretary</b>	Mrs R E Waistell
<b>Company number</b>	2383895
<b>Registered office</b>	Unit 7 Finway Dallow Road Luton Beds LU1 1TR
<b>Auditors</b>	Mercer & Hole 72 London Road St Albans Hertfordshire AL1 1NS
<b>Bankers</b>	Barclays Bank plc 16 - 18 St Peter's Street St Albans Herts AL3 4DZ

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# **EXCLUSIVE LINENS LIMITED**

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# **EXCLUSIVE LINENS LIMITED**

## **DIRECTORS' REPORT**

### ***FOR THE YEAR ENDED 31 MARCH 2014***

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The directors present their report and financial statements for the year ended 31 March 2014.

#### **Principal activities**

The principal activities of the company in the year was that of the supply of linen to the hotel industry.

#### **Results and dividends**

The results for the year are set out on page 6.

#### **Future developments**

The company remains committed to providing quality service to its customers and continuing investing in new technology.

#### **Directors**

The following directors have held office since 1 April 2013:

Mr R F Waistell  
Mrs R E Waistell

#### **Auditors**

The auditors, Mercer & Hole, are deemed to be reappointed under section 487(2) of the Companies Act 2006.

#### **Statement of directors' responsibilities**

The directors are responsible for preparing the Directors' Report and the financial statements in accordance with applicable law and regulations.

Company law requires the directors to prepare financial statements for each financial year. Under that law the directors have elected to prepare the financial statements in accordance with United Kingdom Generally Accepted Accounting Practice (United Kingdom Accounting Standards and applicable law). Under company law the directors must not approve the financial statements unless they are satisfied that they give a true and fair view of the state of affairs of the company and of the profit or loss of the company for that period. In preparing these financial statements, the directors are required to:

- select suitable accounting policies and then apply them consistently;
- make judgements and 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 directors are 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 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.

# EXCLUSIVE LINENS LIMITED

## DIRECTORS' REPORT (CONTINUED)

FOR THE YEAR ENDED 31 MARCH 2014

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### Statement of disclosure to auditors

(a) so far as the directors are aware, there is no relevant audit information of which the company's auditors are unaware, and

(b) they have taken all the steps that they ought to have taken as directors in order to make themselves aware of any relevant audit information and to establish that the company's auditors are aware of that information.

On behalf of the board



.....  
Mrs R E Waistell

Director  
21/7/14.....

# EXCLUSIVE LINENS LIMITED

## STRATEGIC REPORT

**FOR THE YEAR ENDED 31 MARCH 2014**

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The directors present the strategic report and financial statements for the year ended 31 March 2014.

### Review of the business

The directors consider the results achieved on ordinary activities to be satisfactory in the light of current trading conditions. The financial position at the balance sheet date was also satisfactory with net assets of £3,822,546 (2013: £3,446,034).

Competition is the principal risk to the company. The organisation manages this risk by providing a high quality service and maintaining strong relationships with customers.

The company's operation is also exposed to a credit risk and the managements are not delegated the responsibility of monitoring financial risk and seeks to limit the adverse effects on financial performance.



.....  
Mrs R E Waistell

Director

21/7/14

# **EXCLUSIVE LINENS LIMITED**

## **INDEPENDENT AUDITORS' REPORT**

### **TO THE MEMBERS OF EXCLUSIVE LINENS LIMITED**

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We have audited the financial statements of Exclusive Linens Limited for the year ended 31 March 2014 set out on pages 6 to 16. 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 auditors' report and for no other purpose. To the fullest extent permitted by law, we do not accept or assume responsibility to anyone other than the company and the company's members as a body, for our audit work, for this report, or for the opinions we have formed.

#### **Respective responsibilities of directors and auditors**

As explained more fully in the Directors' Responsibilities Statement set out on pages 1 - 2, 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 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, we read all the financial and non-financial information in the Annual Report 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:

- give a true and fair view of the state of the company's affairs as at 31 March 2014 and of its profit for the year then ended;
- have been properly prepared in accordance with United Kingdom Generally Accepted Accounting Practice; and
- have been prepared in accordance with the requirements of the Companies Act 2006.

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

In our 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.

# EXCLUSIVE LINENS LIMITED

## INDEPENDENT AUDITORS' REPORT (CONTINUED) TO THE MEMBERS OF EXCLUSIVE LINENS LIMITED

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### Matters on which we are required to report by exception

We have nothing to report in respect of the following matters where the Companies Act 2006 requires us to report to you if, in our opinion:

- adequate accounting records have not been kept, or returns adequate for our audit have not been received from branches not visited by us; or
- the financial statements are not in agreement with the accounting records and returns; or
- certain disclosures of directors' remuneration specified by law are not made; or
- we have not received all the information and explanations we require for our audit.



Paul Webster FCA (Senior Statutory Auditor)  
for and on behalf of Mercer & Hole

23/7/14

Chartered Accountants  
Statutory Auditor

72 London Road  
St Albans  
Hertfordshire  
AL1 1NS

# EXCLUSIVE LINENS LIMITED

## PROFIT AND LOSS ACCOUNT

FOR THE YEAR ENDED 31 MARCH 2014

	Notes	2014 £	2013 £
Turnover	2	7,420,504	7,555,607
Cost of sales		(5,704,719)	(5,672,669)
<b>Gross profit</b>		<b>1,715,785</b>	<b>1,882,938</b>
Distribution costs		(185,942)	(214,779)
Administrative expenses		(815,361)	(884,306)
<b>Operating profit</b>	3	<b>714,482</b>	<b>783,853</b>
Other interest receivable and similar income	4	390	153
Interest payable and similar charges	5	(3,958)	-
<b>Profit on ordinary activities before taxation</b>		<b>710,914</b>	<b>784,006</b>
Tax on profit on ordinary activities	6	(174,403)	(186,772)
<b>Profit for the year</b>	14	<b>536,511</b>	<b>597,234</b>

The profit and loss account has been prepared on the basis that all operations are continuing operations.

There are no recognised gains and losses other than those passing through the profit and loss account.

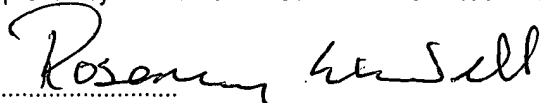
# EXCLUSIVE LINENS LIMITED

## BALANCE SHEET

AS AT 31 MARCH 2014

	Notes	2014 £	£	2013 £	£
<b>Fixed assets</b>					
Tangible assets	8		691,959		101,932
<b>Current assets</b>					
Stocks	9	1,432,876		1,290,863	
Debtors	10	2,325,924		2,551,637	
Cash at bank and in hand		548,190		237,898	
		<u>4,306,990</u>		<u>4,080,398</u>	
<b>Creditors: amounts falling due within one year</b>	11	<u>(979,473)</u>		<u>(736,296)</u>	
<b>Net current assets</b>			3,327,517		3,344,102
<b>Total assets less current liabilities</b>			<u>4,019,476</u>		<u>3,446,034</u>
<b>Creditors: amounts falling due after more than one year</b>	12		<u>(196,930)</u>		-
			<u>3,822,546</u>		<u>3,446,034</u>
<b>Capital and reserves</b>					
Called up share capital	13		100		100
Profit and loss account	14		3,822,446		3,445,934
<b>Shareholders' funds</b>	15		<u>3,822,546</u>		<u>3,446,034</u>

Approved by the Board and authorised for issue on 21/7/14

  
 Mrs R E Waistell  
 Director

Company Registration No. 2383895

# EXCLUSIVE LINENS LIMITED

## CASH FLOW STATEMENT

FOR THE YEAR ENDED 31 MARCH 2014

	£	2014 £	£	2013 £
<b>Net cash inflow from operating activities</b>		1,040,546		606,205
<b>Returns on investments and servicing of finance</b>				
Interest received	390		153	
Interest paid	(3,958)		-	
<b>Net cash (outflow)/inflow for returns on investments and servicing of finance</b>		(3,568)		153
<b>Taxation</b>		(186,772)		(147,100)
<b>Capital expenditure</b>				
Payments to acquire tangible assets	(640,642)		(61,094)	
Receipts from sales of tangible assets	2,499		-	
<b>Net cash outflow for capital expenditure</b>		(638,143)		(61,094)
<b>Equity dividends paid</b>		(160,000)		(219,400)
<b>Net cash inflow before management of liquid resources and financing</b>		52,063		178,764
<b>Financing</b>				
New long term bank loan	275,000		-	
Repayment of long term bank loan	(16,771)		-	
<b>Net cash inflow/(outflow) from financing</b>		258,229		-
<b>Increase in cash in the year</b>		310,292		178,764

# EXCLUSIVE LINENS LIMITED

## NOTES TO THE CASH FLOW STATEMENT FOR THE YEAR ENDED 31 MARCH 2014

<b>1 Reconciliation of operating profit to net cash outflow from operating activities</b>		<b>2014</b>	<b>2013</b>
		<b>£</b>	<b>£</b>
Operating profit		714,482	783,853
Depreciation of tangible assets		24,367	18,343
Loss on disposal of tangible assets		23,750	-
(Increase)/decrease in stocks		(142,013)	387,418
Decrease/(increase) in debtors		204,135	(611,811)
Increase in creditors within one year		215,825	28,402
<b>Net cash inflow from operating activities</b>		<b>1,040,546</b>	<b>606,205</b>

<b>2 Analysis of net funds</b>	<b>1 April 2013</b>	<b>Cash flow</b>	<b>Other non-cash changes</b>	<b>31 March 2014</b>
	<b>£</b>	<b>£</b>		<b>£</b>
Net cash:				
Cash at bank and in hand	237,898	310,292	-	548,190
Bank deposits	-	-	-	-
Debt:				
Debts falling due within one year	-	(61,299)	-	(61,299)
Debts falling due after one year	-	(196,930)	-	(196,930)
	-	(258,229)	-	(258,229)
<b>Net funds</b>	<b>237,898</b>	<b>52,063</b>	<b>-</b>	<b>289,961</b>

<b>3 Reconciliation of net cash flow to movement in net funds</b>	<b>2014</b>	<b>2013</b>
	<b>£</b>	<b>£</b>
Increase in cash in the year	310,292	178,764
Cash inflow from increase in debt	(258,229)	-
<b>Movement in net funds in the year</b>	<b>52,063</b>	<b>178,764</b>
Opening net funds	237,898	59,134
<b>Closing net funds</b>	<b>289,961</b>	<b>237,898</b>

# EXCLUSIVE LINENS LIMITED

## NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 MARCH 2014

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### 1 Accounting policies

#### 1.1 Accounting convention

The financial statements are prepared under the historical cost convention.

#### 1.2 Turnover

Turnover represents the total invoice value, excluding value added tax, of goods sold and services rendered during the year.

#### 1.3 Tangible fixed assets and depreciation

Tangible fixed assets other than freehold land are stated at cost less depreciation. Depreciation is provided at rates calculated to write off the cost less estimated residual value of each asset over its expected useful life, as follows:

Freehold land and buildings	Over 25 years
Plant and machinery	15% reducing balance
Office furniture and fittings	15% reducing balance
Motor vehicles	25% reducing balance

#### 1.4 Leasing

Rentals payable under operating leases are charged against income on a straight line basis over the lease term.

#### 1.5 Stock

Stock is valued at the lower of cost and net realisable value.

#### 1.6 Deferred taxation

Deferred taxation is provided in full in respect of taxation deferred by timing differences between the treatment of certain items for taxation and accounting purposes. The deferred tax balance has not been discounted.

#### 1.7 Foreign currency translation

Monetary assets and liabilities denominated in foreign currencies are translated into sterling at the rates of exchange ruling at the balance sheet date. Transactions in foreign currencies are recorded at the rate ruling at the date of the transaction. All differences are taken to profit and loss account.

### 2 Turnover

#### Geographical market

	Turnover	
	2014 £	2013 £
United Kingdom	6,452,568	6,938,071
Overseas	967,936	617,536
	<u>7,420,504</u>	<u>7,555,607</u>

# EXCLUSIVE LINENS LIMITED

## NOTES TO THE FINANCIAL STATEMENTS (CONTINUED) FOR THE YEAR ENDED 31 MARCH 2014

<b>3</b>	<b>Operating profit</b>	<b>2014</b>	<b>2013</b>
		<b>£</b>	<b>£</b>
	Operating profit is stated after charging:		
	Depreciation of tangible assets	24,367	18,343
	Loss on disposal of tangible assets	23,750	-
	Loss on foreign exchange transactions	13,447	46,412
	Operating lease rentals		
	- Plant and machinery	11,326	4,944
	- Other assets	46,662	58,181
	Auditors' remuneration (including expenses and benefits in kind)	4,000	4,000
		<u>          </u>	<u>          </u>
 <b>4</b>	 <b>Investment income</b>	 <b>2014</b>	 <b>2013</b>
		<b>£</b>	<b>£</b>
	Bank interest	390	153
		<u>          </u>	<u>          </u>
		390	153
		<u>          </u>	<u>          </u>
 <b>5</b>	 <b>Interest payable</b>	 <b>2014</b>	 <b>2013</b>
		<b>£</b>	<b>£</b>
	On bank loans and overdrafts	3,958	-
		<u>          </u>	<u>          </u>

# EXCLUSIVE LINENS LIMITED

## NOTES TO THE FINANCIAL STATEMENTS (CONTINUED) FOR THE YEAR ENDED 31 MARCH 2014

6	Taxation	2014	2013
		£	£
	<b>Domestic current year tax</b>		
	U.K. corporation tax	152,825	186,772
	Adjustment for prior years	21,578	-
	<b>Total current tax</b>	<u>174,403</u>	<u>186,772</u>
	<b>Factors affecting the tax charge for the year</b>		
	Profit on ordinary activities before taxation	<u>710,914</u>	<u>784,006</u>
	Profit on ordinary activities before taxation multiplied by standard rate of UK corporation tax of 23.00% (2013 - 24.00%)	<u>163,510</u>	<u>188,161</u>
	Effects of:		
	Non deductible expenses	5,162	5,476
	Capital allowances in excess of Depreciation	(15,116)	(37)
	Margin relief	(6,065)	(6,098)
	Adjustments to previous periods	21,579	(980)
	Other tax adjustments	5,333	250
		<u>10,893</u>	<u>(1,389)</u>
	<b>Current tax charge for the year</b>	<u>174,403</u>	<u>186,772</u>
7	Dividends	2014	2013
		£	£
	Ordinary interim paid	<u>160,000</u>	<u>219,400</u>

# EXCLUSIVE LINENS LIMITED

## NOTES TO THE FINANCIAL STATEMENTS (CONTINUED) FOR THE YEAR ENDED 31 MARCH 2014

### 8 Tangible fixed assets

	Freehold land and buildings £	Plant and machinery £	Office furniture and fittings £	Motor vehicles £	Total £
<b>Cost</b>					
At 1 April 2013	-	46,532	61,951	105,369	213,852
Additions	561,484	24,014	55,144	-	640,642
Disposals	-	(26,047)	(52,821)	-	(78,868)
At 31 March 2014	561,484	44,499	64,274	105,369	775,626
<b>Depreciation</b>					
At 1 April 2013	-	27,738	43,604	40,577	111,919
On disposals	-	(12,201)	(40,418)	-	(52,619)
Charge for the year	-	3,731	4,438	16,198	24,367
At 31 March 2014	-	19,268	7,624	56,775	83,667
<b>Net book value</b>					
At 31 March 2014	561,484	25,231	56,650	48,594	691,959
At 31 March 2013	-	18,794	18,347	64,791	101,932

### 9 Stocks

	2014 £	2013 £
Finished goods and goods for resale	1,432,876	1,290,863

### 10 Debtors

	2014 £	2013 £
Trade debtors	2,111,724	2,364,607
Other debtors	202,698	165,614
Prepayments and accrued income	11,502	21,416
	2,325,924	2,551,637

Included in other debtors is a balance of £202,698 (2013: £135,086) relating to the Director's current account. The maximum balance outstanding during the year was £254,866 (2013: £389,952).

# EXCLUSIVE LINENS LIMITED

## NOTES TO THE FINANCIAL STATEMENTS (CONTINUED) FOR THE YEAR ENDED 31 MARCH 2014

11 Creditors: amounts falling due within one year	2014 £	2013 £
Bank loans and overdrafts	61,299	-
Trade creditors	529,210	250,923
Corporation tax	152,954	186,901
Other taxes and social security costs	113,761	137,309
Accruals and deferred income	122,249	161,163
	<u>979,473</u>	<u>736,296</u>

The bank overdraft is secured by a fixed and floating charge on all the asset of the company. The director RF Waistell has given £50,000 personal limited guarantee to Barclays Bank Plc.

12 Creditors: amounts falling due after more than one year	2014 £	2013 £
Bank loans	<u>196,930</u>	<u>-</u>
<b>Analysis of loans</b>		
Wholly repayable within five years	<u>258,229</u>	<u>-</u>
	258,229	-
Included in current liabilities	<u>(61,299)</u>	<u>-</u>
	<u>196,930</u>	<u>-</u>
<b>Loan maturity analysis</b>		
In more than one year but not more than two years	61,299	-
In more than two years but not more than five years	<u>196,930</u>	<u>-</u>

The mortgage is secured by a fixed and floating charge on freehold property.

13 Share capital	2014 £	2013 £
<b>Allotted, called up and fully paid</b>		
100 Ordinary shares of £1 each	<u>100</u>	<u>100</u>

# EXCLUSIVE LINENS LIMITED

## NOTES TO THE FINANCIAL STATEMENTS (CONTINUED) FOR THE YEAR ENDED 31 MARCH 2014

### 14 Statement of movements on profit and loss account

	Profit and loss account £
Balance at 1 April 2013	3,445,935
Profit for the year	536,511
Dividends paid	(160,000)
Balance at 31 March 2014	<u>3,822,446</u>

### 15 Reconciliation of movements in shareholders' funds

	2014 £	2013 £
Profit for the financial year	536,511	597,234
Dividends	(160,000)	(219,400)
Net addition to shareholders' funds	<u>376,511</u>	<u>377,834</u>
Opening shareholders' funds	3,446,034	3,068,200
Closing shareholders' funds	<u>3,822,546</u>	<u>3,446,034</u>

### 16 Financial commitments

At 31 March 2014 the company was committed to making the following payments under non-cancellable operating leases in the year to 31 March 2015:

	Land and buildings		Other	
	2014 £	2013 £	2014 £	2013 £
Operating leases which expire:				
Within one year	-	59,000	-	-
Between two and five years	-	-	12,463	11,200
	<u>-</u>	<u>59,000</u>	<u>12,463</u>	<u>11,200</u>

### 17 Directors' remuneration

	2014 £	2013 £
Remuneration for qualifying services	<u>81,238</u>	<u>78,328</u>

# EXCLUSIVE LINENS LIMITED

## NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

FOR THE YEAR ENDED 31 MARCH 2014

### 18 Employees

#### Number of employees

The average monthly number of employees (including directors) during the year was:

	2014 Number	2013 Number
Office and Management	9	9
Warehouse	2	2
	<u>11</u>	<u>11</u>

#### Employment costs

	2014 £	2013 £
Wages and salaries	412,509	384,943
Social security costs	40,271	41,813
	<u>452,780</u>	<u>426,756</u>

### 19 Control

The company is controlled by Mr RF Waistell and Mrs RE Waistell.

### 20 Related party relationships and transactions

#### Dividends to Directors

The following directors were paid dividends during the year as outlined in the table below:

	2014 £	2013 £
R E Waistell	80,000	109,700
R F Waistell	80,000	109,700
	<u>160,000</u>	<u>219,400</u>