Report and Accounts

31 October 2013

WEDNESDAY



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Allied Hygiene Systems Limited (formerly Allied Paper Products Limited) Report and accounts Contents

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Allied Hygiene Systems Limited (formerly Allied Paper Products Limited) Company Information

Directors

M C L Blackhall A M Mclean J Prentice

Secretary

A M Mclean

Auditors

Wesley Cooper Limited Parker House 44 Stafford Road Wallington Surrey SM6 9AA

Registered office

Unit 5 Centurion Way Erith Kent DA18 4AF

Registered number

02565067

Registered number:

02565067

Strategic Report

The directors present their strategic report for the year ended 31 October 2013.

Review of the business

The company's principal activity during the year continued to be the manufacture and distribution of hygienic wipes and associated products.

Results and performance

Turnover has shown an increase of 10.8% (2012-increase of 3-4%) during the year, which the company believe to be as a result of the ongoing product development, flexibility to meet clients demands without the loss of quality. it has also been achieved with related party sales increasing by 5% and represents 30% of the turnover.

Pincipal risks and uncertainties

The directors' consider the principal risks and uncertainties facing Allied Hygiene Systems Limited to be their ability to fulfil orders on a timely and cost effective manner, the increasing cost of raw materials and maintaining customer service. The continued tight control on production during the year has enabled the company to consolidate from increased efficiency achieved in previous years which enables them to fulfil orders more effectively and the directors are constantly reviewing alternative sources of supply and invest in training support of the staff.

Key performance indicators

The directors consider the key performance indicators to be the gross profit and net profit return after tax; this is shown by the gross profit percentage amounting to 26% (2012 - 26%) is in line with expectations as the company have not compromised on quality and sustained their effeciency. The net profit after tax percentage has increased to 1.1% (2012 - 0.3%) which meets with expectations as the company continue to recognise the importance of investment and training in the right personnel to maintain standards and service the increased turnover.

Registered number:

02565067

Strategic Report

Future developments

The directors aim to consolidate the management policies, which have resulted in the company's commitment to quality and service and continue to increase turnover within the current trading conditions whilst maintaining their margins.

The company also continues to develop its products and quality to make it more competitive. In addition, the ability to be flexible to meet customer demands increases its unique selling criteria.

The company is to continue to focus on production efficiency and sourcing raw materials which has continued in the use of suppliers from around the world and in particular China. The company also intends to continue is investment and training in the right personnel to achieve its

objectives. In November 2013 the company restructured following negotiations with the external shareholder for the company to purchase his shares. This has enabled the company to take the opportunity to merge two of the related parties, Allied Hygiene Ltd and Allied Hygiene Europe Ltd. This will simplify procedures and enable the company to supply to the customer base directly.

It is expected this will result in an increase in turnover, but more significantly an increase in bottomline profitability. It also reduces the risk of being reliant on the respective related party for the contribution to turnover.

In addition, the company changes its name to Allied Hygiene Systems Ltd to better reflect its operations.

This report was approved by the board on 28 July 2014 and signed on its behalf.

M C L Blackhall

Director

Registered number:

02565067

Directors' Report

The directors present their report and accounts for the year ended 31 October 2013.

Future developments

Likely future developments in the company business are discussed in the strategic report.

Dividends

The directors do not recommend the payment of a final dividend.

Directors

The following persons served as directors during the year:

M C L Blackhall A M Mclean J Prentice

Directors' responsibilities

The directors are responsible for preparing the report and accounts in accordance with applicable law and regulations.

Company law requires the directors to prepare accounts 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). Under company law the directors must not approve the accounts 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 accounts, the directors are required to:

- select suitable accounting policies and then apply them consistently;
- make judgements and estimates that are reasonable and prudent;
- prepare the accounts 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 accounts 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 auditors

Each person who was a director at the time this report was approved confirms that:

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

This report was approved by the board on 28 July 2014 and signed on its behalf.

M C L Blackhall

Allied Hygiene Systems Limited (formerly Allied Paper Products Limited) Independent auditors' report

to the shareholders of Allied Hygiene Systems Limited (formerly Allied Paper Products Limited)

We have audited the accounts of Allied Hygiene Systems Limited (formerly Allied Paper Products Limited) for the year ended 31 October 2013 which comprise the Profit and Loss Account, 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. 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 Statement of Directors' Responsibilities set out on page 3, 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 accounts

A description of the scope of an audit of financial statements is provided on the APB's website at www.frc.org.uk/apb/scope/private.cfm

Opinion on the accounts

In our opinion the financial statements:

- give a true and fair view of the state of the company's affairs as at 31 October 2013 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 matters prescribed by the Companies Act 2006

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

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.

Senior Statutory Auditor)

for and on behalf of Wesley Cooper Limited

Accountants and Statutory Auditors

28 July 2014

Parker House

44 Stafford Road

Wallington

Surrey SM6 9AA

	Notes	2013 £	2012 £
Turnover	2	9,081,693	8,779,229
Cost of sales		(6,701,311)	(6,466,809)
Gross Profit		2,380,382	2,312,420
Administrative expenses		(2,235,728)	(2,200,658)
Operating profit	3	144,654	111,762
Interest payable	6	(2,700)	(7,543)
Profit on ordinary activities before taxation		141,954	104,219
Taxation	7	(40,185)	(30,987)
Profit on ordinary activities after taxation		101,769	73,232

Continuing operations

None of the company's activities were acquired or discontinued during the above two financial years.

Statement of total recognised gains and losses

The company has no recognised gains or losses other than the profit for the above two financial years.

The notes on pages 9 to 19 form part of these financial statements

Allied Hygiene Systems Limited (formerly Allied Paper Products Limited) Balance Sheet as at 31 October 2013

N	lotes		2013 £		2012 £
Fixed assets					
Tangible assets	8		514,457		614,617
Current assets					
Stocks	9	1,379,094		1,281,606	
Debtors	10	2,498,135		2,591,720	
Cash at bank and in hand		32,104		56	
		3,909,333		3,873,382	
Creditors: amounts falling due					
within one year	11	(3,310,475)		(3,453,406)	
#NAME?			598,858		419,976
Total assets less current liabilities		_	1,113,315	_	1,034,593
Creditors: amounts falling due					
after more than one year	12		(25,380)		(37,233)
Provisions for liabilities					
Deferred taxation	14		(23,309)		(34,503)
#NAME?		_	1,064,626	_	962,857
Capital and reserves					
Called up share capital	15		10,692		10,692
Profit and loss account	16		1,053,934		952,165
	. •	_	.,,,	_	
Shareholders' funds	18	_	1,064,626	_	962,857

M C L Blackhall

Director

The financial statements were approved and authorised for issue by the by the board on 28 July 2014

The notes on pages 9 to 19 form part of these financial statements

Allied Hygiene Systems Limited (formerly Allied Paper Products Limited) Cash Flow Statement for the year ended 31 October 2013

	Notes	2013 £	2012 £
Reconciliation of operating profit to net cash inflow from operating activities		~	~
Operating profit Depreciation and amortisation #NAME?		144,654 104,263 (97,488)	111,762 107,374 (206,444)
#NAME? Increase in creditors		93,585 43,115	(489,708) 320,782
Net cash inflow/(outflow) from operating activities		288,129	(156,234)
CASH FLOW STATEMENT			
Net cash inflow/(outflow) from operating activities		288,129	(156,234)
Returns on investments and servicing of finance	19	(2,700)	(7,543)
Taxation		(59,745)	-
Capital expenditure	19	(4,103) 221,581	(26,106) (189,883)
Financing	19	(20,876)	(14,901)
Increase/(decrease) in cash		200,705	(204,784)
Reconciliation of net cash flow to movement in net	debt		
Increase/(decrease) in cash in the period Decrease in debt and lease financing		200,705 20,876	(204,784) 14,901
Change in net debt	20	221,581	(189,883)
Net debt at 1 November		(1,244,659)	(1,054,776)
Net debt at 31 October		(1,023,078)	(1,244,659)

The notes on pages 9 to 19 form part of these financial statements

1 Accounting policies

Basis of preparation

The accounts have been prepared under the historical cost convention.

Turnover

Turnover represents the value, net of value added tax and discounts, of goods provided to customers and work carried out in respect of services provided to customers.

Depreciation

Depreciation is provided on all tangible fixed assets, other than freehold land, at rates calculated to write off the cost, less estimated residual value, of each asset evenly over its expected useful life, as follows:

Leasehold improvements Plant and machinery Freehold property 10% straight line 10% - 25% straight line 2% straight line

Stocks

Stock of raw materials, finished goods and work in progress is valued at the lower of cost and net realisable value. Stock of raw materials are based on cost of purchase. Stock of finished goods is based on direct cost plus direct production costs on a first in first out basis. Work in progress is valued at cost plus a proportion of direct production cost based on stage of completion. Net realisable value is based on estimated selling price less additional costs to completion and disposal.

Deferred taxation

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

Deferred tax is calculated at the tax rates which are expected to apply in the periods when the timing differences will reverse.

Foreign currencies

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

1 Accounting policies (continued)

Leasing and hire purchase commitments

Assets held under finance leases and hire purchase contracts, which are those where substantially all the risks and rewards of ownership of the asset have passed to the company, are capitalised in the balance sheet and depreciated over their useful lives. The corresponding lease or hire purchase obligation is treated in the balance sheet as a liability.

The interest element of the rental obligations 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.

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

Pensions

The company operates a money purchase pension scheme. Contributions are charged to the profit and loss account as they are paid.

Factored debts

Separate presentation has been adopted due to the with recourse agreement. The gross asset (equivalent to the gross amount of the debts) is shown in note 10 as a debtor and a corresponding liability in respect of the proceeds received from the factor is shown in note 11. The interest element of the factor's charges and other factoring costs are charged to the profit and loss account.

2	Analysis of turnover	2013	2012
	By activity:	£ .	£
	Hygiene product sales	9,081,693	8,779,229
	,	9,081,693	8,779,229
	By geographical market:		
	UK	8,840,680	8,504,419
	Europe	203,068	234,594
	Rest of world	37,945_	40,216
	`	9,081,693	8,779,229

3	Operating profit	2013 £	2012 £
	This is stated after charging:	~	_
	Depreciation of owned fixed assets Depreciation of assets held under finance leases and hire	86,671	87,374
	purchase contracts #NAME?	17,592	20,000 (1,581)
	Operating lease rentals - plant and machinery	83,860	(1,561) 85,040
	Auditors' remuneration for audit services	9,000	9,000
			٠
4	Directors' emoluments	2013	2012
		£	£
	Emoluments	67,829	67,709
	Company contributions to money purchase pension schemes	5,000	5,000
		72,829	72,709
	Number of directors in company pension schemes:	2013	2012
	realines of directors in company pension schemes.	Number	Number
	Money purchase schemes	1	1
5	Staff costs	2013 £	2012 £
	Wages and salaries	1,088,430	1,053,959
	Social security costs	104,771	103,917
	Other pension costs	5,000	4,713
		1,198,201	1,162,589
_	Chaff a anta (a antimus d)		
5	Staff costs (continued) Average number of employees during the year	Number	Number
•	Administration	14	14
	Manufacturing Sales	25 4	23 4
	Jaies	43	41
6	Interest payable	2013	2012
•		£	£
	Finance charges payable under finance leases and hire purchase	0.700	7 5 4 0
	contracts	2,700_	7,543

7	Taxation	2013	2012 £
	Analysis of charge in period Current tax:	£	L
	UK corporation tax on profits of the period	51,194	39,696
	Adjustments in respect of previous periods	. 185	(12)
		51,379	39,684
	Deferred tax:		
	Origination and reversal of timing differences	(11,194)	(8,697)
	#NAME?	40,185	30,987

Factors affecting tax charge for period

The differences between the tax assessed for the period and the standard rate of corporation tax are explained as follows:

	2013 £	2012 £
Profit on ordinary activities before taxation	141,954	104,219
Standard rate of corporation tax in the UK	24%	24%
	£	£
Profit on ordinary activities multiplied by the standard rate of corporation tax	34,069	25,013
Effects of: Expenses not deductible for tax purposes Adjustments to tax charge in respect of previous periods	17,125 185	14,683 (12)
Current tax charge for period	51,379	39,684

8	Tangible fixed assets				
	•	Plant and machinery £	Freehold building £	Leasehold improvts £	Total £
	Cost				
	At 1 November 2012 Additions	1,109,961 4,103	253,853 	158,336 	1,522,150 4,103
	At 31 October 2013	1,114,064	253,853	158,336	1,526,253
	Depreciation				
	At 1 November 2012	771,962	53,997	81,574	907,533
	Charge for the year	84,827	5,077	14,359	104,263
	At 31 October 2013	856,789	59,074	95,933	1,011,796
	Net book value				.*
	At 31 October 2013	257,275	194,779	62,403	514,457
	At 31 October 2012	337,999	199,856	76,762	614,617
				2013 £	2012 £
	Net book value of fixed assets include leases and hire purchase contracts	ded above held ι	under finance	44,418	108,747
9	Stocks			2013	2012
				£	£
	Raw materials and consumables Finished goods and goods for resale	e		1,248,584 130,510	1,146,167 135,439
				1,379,094	1,281,606
	The difference between purchase p not material.	rice or productio	n cost of stocks	and their replac	ement cost is
10	Debtors	*		2013	2012

2,088,773

348,854

60,508 2,498,135 2,204,758

338,854

2,591,720

48,108

Trade debtors

Other debtors

Amounts owed from related parties

11	Creditors: amounts falling due within one year	2013 £	2012 £
	Amount due to debt factor Bank loans and overdrafts	1,016,838 -	1,073,182 112,313
	Obligations under finance lease and hire purchase contracts Trade creditors Amounts owed to related parties Corporation tax Other taxes and social security costs Accruals and deferred income	12,964 1,268,768 762,697 54,279 170,785 24,144 3,310,475	21,987 1,275,526 712,060 62,645 177,184 18,509 3,453,406
12	Creditors: amounts falling due after one year	2013 £	2012 £
	Obligations under finance lease and hire purchase contracts	25,380	37,233
13	Secured liabilities	2013 £	2012 £
	Aggregate of secured liabilities	1,055,182	1,244,715
13	Obligations under finance leases and hire purchase contracts	2013 £	2012 £
	Amounts payable: Within one year	12,964	21,987
	Within two to five years	25,380 38,344	<u>37,233</u> <u>59,220</u>
14	Deferred taxation	2013 £	2012 £
	Accelerated capital allowances	23,309	34,503
	Undiscounted provision for deferred tax	23,309	34,503
		2013 £	2012 £
	At 1 November Deferred tax charge in profit and loss account	34,503 (11,194)	43,200 (8,697)
	At 31 October	23,309	34,503

15	Share capital	Nominal value	2013 Number	2013 £	2012 £
	Allotted, called up and fully paid: A Ordinary shares B Ordinary shares	£1 each £1 each	10,560 132	10,560 132 10,692	10,560 132 10,692
16	Profit and loss account			2013 £	2012 £
	At 1 November 2012 Profit for the financial year			952,165 101,769	878,933 73,232
	At 31 October 2013			1,053,934	952,165
17	Dividends			2013 £	2012 £
	Analysis of dividends by type: Equity dividends				· <u>-</u>
18	Reconciliation of movement in sha	areholders' fund	ls	2013 £	2012 £
	At 1 November Profit for the financial year			962,857 101,769	889,625 73,232
	At 31 October			1,064,626	962,857
19	Gross cash flows Returns on investments and service	oing of finance		2013 £	2012 £
	Interest element of finance lease rent	-		(2,700)	(7,543)
	Capital expenditure Payments to acquire tangible fixed as Receipts from sales of tangible fixed			(4,103)	(72,045) 45,939
				(4,103)	(26,106)
	Financing Capital element of finance lease renta	al payments		(20,876)	(14,901)

20 Analysis of changes in net debt

,	At 1 Nov 2012 £	Cash flows £	Non-cash changes £	At 31 Oct 2013 £
Cash at bank and in hand Overdrafts Debt factoring	56 (112,313) (1,073,182)	32,048 112,313 56,344		32,104 - (1,016,838)
Finance leases	(59,220)	20,876		(38,344)
Total	(1,244,659)	165,237	-	(1,023,078)

21 Other financial commitments

At the year end the company had annual commitments under non-cancellable operating leases as set out below:

	Other 2013 £	Other 2012
Operating leases which expire:	~	~
within one year	45,358	24,907
within two to five years	26,567	52,910
in over five years	504	
•	72,429	77,817

22 Contingent liabilities

The company has cross guaranteed the bank overdarft and loans of A D Disposables Limited ,Global Hygiene Products Limited and Allied Commercial Properties Ltd. A M Mclean is a director of all companies, M Blackhall is a director of Global Hygiene Products Ltd and Allied Commercial Properties Ltd and J Prentice a director of Allied Commercial Properties Ltd.

At 31 October 2013 the total potential liability amounted to £2,236,802 (2012 - £3,094,104).

22 Transactions with directors

During the year the company paid rent of £11,897 (2012 - £11,897) for rental of business premises owned by the directors.

23	Related party transactions	2013 £	2012 £
	A D Disposables Limited Related by virtue of A Mclean who is a shareholder and director of both companies		
	During the year the company sold goods and services Amount due from related party at the year end	80,237 23,941	80,402 17,490
	During the year the company purchased goods and services Amount due to related party at the year end	662,692 69,614	800,439 170,105
	Loan balance due from the related party at the year end	145,660	145,660
			·
		2013 £	2012 £
	Global Hygiene Products Limited Related by virtue of M Blackhall and A Mclean who are shareholders and directors of both companies		
	During the year the company sold goods and services Amount due from related party at the year end	443,382 86,291	440,212 59,229
	During the year the company purchased goods and services Amount due to related party at the year end	13,400 7,294	810 1,625
	Loan balance due from the related party at the year end	52,193	52,193
		2013	2012
	Allied Hygiene Limited Related by virtue of M Blackhall, A Mclean and J Prentice who are shareholders and directors of both companies	£	£
	During the year the company sold goods and services	1,457,798	1,607,010
	Amount due from related party at the year end	454,978	223,232
	Loan balance due to related party at the year end	762,697	712,060

23 Related party transactions (continued)

•	ixelated party transactions (continued)	2013	2012
	Allied Hygiene Europe Limited Related by virtue of M Blackhall, A Mclean and J Prentice who are shareholders and directors of both companies	£	£
	During the year the company sold goods and services Amount due from related party at the year end	731,608 201,995	478,070 143,215
	During the year the company purchased goods and services Amount due to related party at the year end	5,313 5,159	735
		2013	2012
	C & D Limited Related by virtue of A Mclean who is a shareholder and director of both companies	£	£
	During the year the company sold goods and services Amount due from related party at the year end	23,368 5,257	12,937 2,615
	During the year the company purchased goods and services Amount due to related party at the year end	31,472 12,675	41,232 14,066
		2013	2012
	Intacare Hygiene Limited Related by virtue of M Blackhall and A Mclean who are shareholders and directors of both companies	£	£
	During the year the company sold goods and services Amount due from related party at the year end	68,522 12,626	59,432 10,063
	During the year the company purchased goods and services Amount due to related party at the year end	4,660 1,493	4,849 2,200
	Allied Commercial Properties Limited Related by virtue of M Blackhall, A Mclean and J Prentice who	2013	2012
are shareholders and directors of both companies	· · · · · · · · · · · · · · · · · · ·	£	£
	Loan balance due from the related party at the year end	151,000	151,000
	During the year paid rental for property let from related party	395,000	380,103

The loans above are interest free and are repayable on demand.

23 Related party transactions (continued)

2013	2012
£	£
11,588 1.033	5,837 6.644
	£

24 Post Balance Sheet Event

The company agreed to purchasde the shares of the minority shareholder in November 2013 but this does not have a material impact on these financial statements.

25 Controlling party

The directors' control the entity by virtue of their shareholdings and directorships. No individual is considered to be the ultimate controlling party.