

COMPANY REGISTRATION NUMBER: 02591252

Alan Boswell Insurance Brokers Limited
Financial statements
31 March 2018

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Alan Boswell Insurance Brokers Limited

Financial statements

Year ended 31 March 2018

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Alan Boswell Insurance Brokers Limited

Officers and professional advisers

The board of directors

A C Boswell
C J Gibbs
A J Dowler
A M Rayner
H D Alexander-Bew
G S Anderson-Brown
A F Drew

Registered office

Harbour House
126 Thorpe Road
Norwich
Norfolk
NR1 1UL

Auditor

Lovewell Blake LLP
Chartered Accountants & statutory auditor
Bankside 300
Peachman Way
Broadland Business Park
Norwich
NR7 0LB

Alan Boswell Insurance Brokers Limited

Strategic report

Year ended 31 March 2018

Business Model

Alan Boswell Insurance Brokers provides a wide range of Insurance Broking activities including business, landlords and personal insurance services.

The company is regulated by the Financial Conduct Authority.

Goals and objectives

The company aims to be the natural choice for friendly, expert advice on insurance. We are passionate about providing expert tailored advice and recommendations using our expertise. Our staff are friendly, knowledgeable and care about our clients. We aim for success in everything we do and we recognise the value of positive contributions in achieving this. Our employees are highly trained, and we provide a supportive, caring environment that enables them to thrive. We aim to make a positive contribution to the communities in which we work.

Principal risks

Due to the sector in which the company operates, a significant risk exists in relation to changing demand for its services dependent on economic factors.

The company addresses this risk by building on existing relations, with both external clients and suppliers. It also continues to look for further areas where it can provide specialist niche insurance schemes and bring in further expertise into the business. By diversifying its offering to both business and personal customers alike the company believes it is strategically placed to deal with most significant changes in economic factors.

A further risk to the business is that of regulatory compliance and change. The company mitigates this risk by monitoring the company's compliance with all relevant regulations by its internal compliance team. The company takes a positive approach to changes in regulations considering these to present an improvement upon best practice, which it is committed to apply.

The company does not currently trade overseas and therefore it has little exposure to foreign currency risks.

Review of year

The company's turnover increased by over 4% to £11,000,303, which the board considers most satisfactory given the continuing competitive general insurance market.

Company pre-tax profits decreased by 8% to £2,444,726 (as shown on page 9). The majority of this drop was due to the one off profit earned in the prior year on the sale of a building.

Capital and reserves after dividend distributions remains substantially above minimum regulatory capital requirements at £6,873,734 (as shown on page 10). The company continues to have no borrowings and remains extremely liquid and financially strong.

The average number of employees rose to 172.

The company continues to benefit from the substantial investment made in recent years in technology and infrastructure as well as comprehensive training and staff development initiatives. We remain committed to providing our clients with an ever wider range of services and skills. Our aim is to deliver an exceptional level of service and we are grateful to our highly committed and professional staff for their contribution towards achieving this.

Alan Boswell Insurance Brokers Limited

Strategic report *(continued)*

Year ended 31 March 2018

Review of year *(continued)*

Additional key performance indicators are reported upon on a monthly basis together with the benchmarking of ongoing performance against a number of targets.

Key performance indicators

The company regularly assess a number of key performance indicators internally. These include:

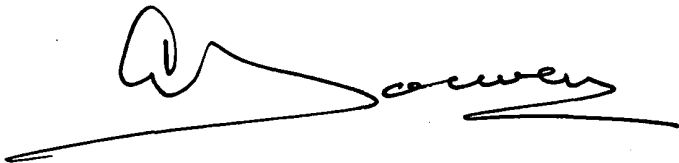
- Client retention rates
- New business volumes
- Customer complaints
- Financial targets, including turnover, profits and EBITDA.
- Various regulatory compliance indicators

Future outlook

The company believes that we will continue to benefit from the momentum that has built up over past years, helped by very high client retention and many bespoke and niche products and services. The business is budgeted to increase turnover in the current year to 31 March 2019.

We shall continue to strive to provide an excellent service for all of our clients and to seek solutions for their various insurance needs. We are committed to expand further our client base and have a number of new business initiatives in hand. We also benefit from being part of a Group that includes a substantial, respected and independent Financial Planning operation.

This report was approved by the board of directors on 26 July 2018 and signed on behalf of the board by:

A handwritten signature in black ink, appearing to read 'A C Boswell', with a long horizontal line extending to the left.

A C Boswell
Director

Registered office:
Harbour House
126 Thorpe Road
Norwich
Norfolk
NR1 1UL

Alan Boswell Insurance Brokers Limited

Directors' report

Year ended 31 March 2018

The directors present their report and the financial statements of the company for the year ended 31 March 2018.

Directors

The directors who served the company during the year were as follows:

A C Boswell
C J Gibbs
A J Dowler
A M Rayner
H D Alexander-Bew
G S Anderson-Brown
A F Drew

Dividends

Particulars of recommended dividends are detailed in note 13 to the financial statements.

Disclosure of information in the strategic report

The company has taken advantage of the exemptions available in section 414C(11) of the Companies Act 2006 with regards to the disclosure of certain information in the directors report. Such information is now included in the strategic report starting on page 2 which contains appropriate detailed information of the review of the business during the year and the principal risks and uncertainties affecting the company and its business.

Directors' responsibilities statement

The directors are responsible for preparing the strategic report, 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 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 judgments 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.

Alan Boswell Insurance Brokers Limited

Directors' report *(continued)*

Year ended 31 March 2018

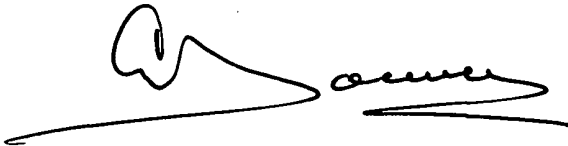
Auditor

Each of the persons who is a director at the date of approval of this report confirms that:

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

The auditor is deemed to have been re-appointed in accordance with section 487 of the Companies Act 2006.

This report was approved by the board of directors on 26 July 2018 and signed on behalf of the board by:



A C Boswell
Director

Registered office:
Harbour House
126 Thorpe Road
Norwich
Norfolk
NR1 1UL

Alan Boswell Insurance Brokers Limited

Independent auditor's report to the members of Alan Boswell Insurance Brokers Limited

Year ended 31 March 2018

Opinion

We have audited the financial statements of Alan Boswell Insurance Brokers Limited (the 'company') for the year ended 31 March 2018 which comprise the statement of income and retained earnings, statement of financial position, statement of cash flows and the related notes, including a summary of significant accounting policies. The financial reporting framework that has been applied in their preparation is applicable law and United Kingdom Accounting Standards, including FRS 102 The Financial Reporting Standard applicable in the UK and Republic of Ireland (United Kingdom Generally Accepted Accounting Practice).

In our opinion the financial statements:

- give a true and fair view of the state of the company's affairs as at 31 March 2018 and of its profit for the year then ended;
- have been properly prepared in accordance with United Kingdom Generally Accepted Accounting Practice;
- have been prepared in accordance with the requirements of the Companies Act 2006.

Basis for opinion

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

Conclusions relating to going concern

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

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

Alan Boswell Insurance Brokers Limited

Independent auditor's report to the members of Alan Boswell Insurance Brokers Limited (continued)

Year ended 31 March 2018

Other information

The directors are responsible for the other information. The other information comprises the information included in the annual report, other than the financial statements and our auditor's report thereon. Our opinion on the financial statements does not cover the other information and, except to the extent otherwise explicitly stated in our report, we do not express any form of assurance conclusion thereon.

In connection with our audit of the financial statements, our responsibility is to read the other information and, in doing so, consider whether the other information is materially inconsistent with the financial statements or our knowledge obtained in the audit or otherwise appears to be materially misstated. If we identify such material inconsistencies or apparent material misstatements, we are required to determine whether there is a material misstatement in the financial statements or a material misstatement of the other information. If, based on the work we have performed, we conclude that there is a material misstatement of this other information, we are required to report that fact.

We have nothing to report in this regard.

Opinions on other matters prescribed by the Companies Act 2006

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

- the information given in the strategic report and the directors' report for the financial year for which the financial statements are prepared is consistent with the financial statements; and
- the strategic report and the directors' report have been prepared in accordance with applicable legal requirements.

Matters on which we are required to report by exception

In the light of the knowledge and understanding of the company and its environment obtained in the course of the audit, we have not identified material misstatements in the strategic report or the directors' report.

We have nothing to report in respect of the following matters in relation to which 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.

Responsibilities of directors

As explained more fully in the directors' responsibilities statement, the directors are responsible for the preparation of the financial statements and for being satisfied that they give a true and fair view, and for such internal control as the directors determine is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

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

Alan Boswell Insurance Brokers Limited

Independent auditor's report to the members of Alan Boswell Insurance Brokers Limited (continued)

Year ended 31 March 2018

Auditor's responsibilities for the audit of the financial statements

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

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

Use of our report

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.

Steven Scarlett ACA (Senior Statutory Auditor)

For and on behalf of
Lovewell Blake LLP
Chartered Accountants & statutory auditor
Bankside 300
Peachman Way
Broadland Business Park
Norwich
NR7 0LB

26 July 2018

Alan Boswell Insurance Brokers Limited

Statement of income and retained earnings

Year ended 31 March 2018

		2018 £	2017 £
Turnover	Note 4	11,000,303	10,618,384
Gross profit		11,000,303	10,618,384
Administrative expenses		(8,679,682)	(8,053,779)
Other operating income	5	15,000	20,000
Operating profit	6	2,335,621	2,584,605
Income from other fixed asset investments	10	272,962	92
Other interest receivable and similar income	11	109,105	79,871
Profit before taxation		2,717,688	2,664,568
Tax on profit	12	(465,257)	(558,722)
Profit for the financial year and total comprehensive income		2,252,431	2,105,846
Dividends paid and payable	13	(2,772,962)	(1,200,000)
Retained earnings at the start of the year		7,394,265	6,488,419
Retained earnings at the end of the year		6,873,734	7,394,265

All the activities of the company are from continuing operations.

The notes on pages 12 to 22 form part of these financial statements.

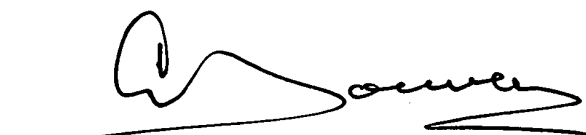
Alan Boswell Insurance Brokers Limited

Statement of financial position

31 March 2018

	Note	2018 £	2017 £
Fixed assets			
Tangible assets	15	1,320,655	1,351,351
Investments	16	18,375	18,375
		<u>1,339,030</u>	<u>1,369,726</u>
Current assets			
Debtors	17	12,471,139	12,284,634
Cash at bank and in hand		<u>4,517,185</u>	<u>4,649,092</u>
		16,988,324	16,933,726
Creditors: Amounts falling due within one year	18	<u>(11,452,620)</u>	<u>(10,908,187)</u>
Net current assets		5,535,704	6,025,539
Total assets less current liabilities		<u>6,874,734</u>	<u>7,395,265</u>
Net assets		<u>6,874,734</u>	<u>7,395,265</u>
Capital and reserves			
Called up share capital	22	1,000	1,000
Profit and loss account	23	<u>6,873,734</u>	<u>7,394,265</u>
Shareholders funds		<u>6,874,734</u>	<u>7,395,265</u>

These financial statements were approved by the board of directors and authorised for issue on 26 July 2018, and are signed on behalf of the board by:



A C Boswell
Director



A F Drew
Director

Company registration number: 02591252

The notes on pages 12 to 22 form part of these financial statements.

Alan Boswell Insurance Brokers Limited

Statement of cash flows

Year ended 31 March 2018

	2018 £	2017 £
Cash flows from operating activities		
Profit for the financial year	2,252,431	2,105,846
<i>Adjustments for:</i>		
Depreciation of tangible assets	268,487	283,262
Income from other fixed asset investments	(272,962)	(92)
Other interest receivable and similar income	(109,105)	(79,871)
Gains on disposal of tangible assets	(34,705)	(128,232)
Tax on profit	465,257	558,722
<i>Changes in:</i>		
Trade and other debtors	(185,688)	(4,916,580)
Trade and other creditors	725,423	803,019
Cash generated from operations	3,109,138	(1,373,926)
Interest received	109,105	79,871
Tax paid	(667,507)	(544,994)
Net cash from/(used in) operating activities	<u>2,550,736</u>	<u>(1,839,049)</u>
Cash flows from investing activities		
Purchase of tangible assets	(286,244)	(223,125)
Proceeds from sale of tangible assets	83,158	368,958
Dividends received	272,962	92
Net cash from investing activities	<u>69,876</u>	<u>145,925</u>
Cash flows from financing activities		
Proceeds from loans from group undertakings	20,443	—
Dividends paid	(2,772,962)	(1,200,000)
Net cash used in financing activities	<u>(2,752,519)</u>	<u>(1,200,000)</u>
Net decrease in cash and cash equivalents	(131,907)	(2,893,124)
Cash and cash equivalents at beginning of year	<u>4,649,092</u>	<u>7,542,216</u>
Cash and cash equivalents at end of year	<u>4,517,185</u>	<u>4,649,092</u>

The notes on pages 12 to 22 form part of these financial statements.

Alan Boswell Insurance Brokers Limited

Notes to the financial statements

Year ended 31 March 2018

1. General information

These financial statements are for Alan Boswell Insurance Brokers Limited for the year ended 31 March 2018.

The company is registered in England & Wales and incorporated under the Companies Act 2006. The registered office is Harbour House, 126 Thorpe Road, Norwich, Norfolk NR1 1UL. The nature of the company's operations and activities are set out in the strategic report on page 2.

The financial statements are presented in Sterling (£).

2. Statement of compliance

These financial statements have been prepared in compliance with FRS 102, 'The Financial Reporting Standard applicable in the UK and the Republic of Ireland'.

3. Accounting policies

Basis of preparation

The financial statements have been prepared on the historical cost basis.

Consolidation

The company has taken advantage of the exemption from preparing consolidated financial statements contained in Section 400 of the Companies Act 2006 on the basis that it is a subsidiary undertaking and its immediate parent undertaking is established under the law of an EEA State. The parent company prepares group consolidated financial statements which are available from the Registrar of Companies.

Judgements and key sources of estimation uncertainty

Estimates and judgements used in preparing the financial statements are continually evaluated and are based on historical experience and other factors, including expectations of future events that are believed to be reasonable under the circumstances. The resulting accounting estimates will, by definition seldom equal the related actual results. Any subsequent changes are accounted for with an effect on income at the time such updated information is available.

The estimates and assumptions that have a significant effect on the carrying amounts of assets and liabilities are as follows:

(i) Fees and commissions

Management judgements are required to estimate a suitable proportion of income to be deferred and recognised over the life of the relevant contracts to ensure that revenue appropriately reflects the fair value of fulfilment of the company's obligations together with providing for the cancellation of live policies after the reporting date based on previous experience of the volume of these. Experience may vary from these estimates, which are based on the company's historic performance.

At 31 March 2018 the financial statements include accrued income of £1,309,681 (2017: £1,191,587) and deferred income of £1,241,981 (2017: £1,109,621) in respect of the above.

Alan Boswell Insurance Brokers Limited

Notes to the financial statements *(continued)*

Year ended 31 March 2018

3. Accounting policies *(continued)*

Revenue recognition

Turnover includes commission and fees receivable at the later of policy inception date or when the policy placement has been completed and confirmed. To the extent that the company is contractually obliged to provide services after this date, a suitable proportion of income is deferred and recognised over the life of the relevant contracts to ensure that revenue appropriately reflects the fair value of fulfilment of these obligations. The company also makes a provision for the cancellation of live policies after the reporting date based on previous experience of the volume of these.

Turnover also includes interest receivable on premium credit. Interest income is recognised using the effective interest method.

Income tax

Provision is made, under the liability method, to take account of timing differences between the treatment of certain items for accounts purposes and their treatment for tax purposes. Tax deferred or accelerated is accounted for in respect of all material timing differences.

Operating leases

Lease payments are recognised as an expense over the lease term on a straight-line basis. The aggregate benefit of lease incentives is recognised as a reduction to expense over the lease term, on a straight-line basis.

Goodwill

Goodwill is measured at cost less accumulated amortisation and accumulated impairment losses. It is amortised on a straight-line basis over its useful life. Where a reliable estimate of the useful life of goodwill or intangible assets cannot be made, the life is presumed not to exceed five years.

Amortisation

Amortisation is calculated so as to write off the cost of an asset, less its estimated residual value, over the useful life of that asset as follows:

Goodwill - 3 years straight line

If there is an indication that there has been a significant change in amortisation rate, useful life or residual value of an intangible asset, the amortisation is revised prospectively to reflect the new estimates.

Tangible assets

Tangible assets are initially recorded at cost, and subsequently stated at cost less any accumulated depreciation and impairment losses.

Alan Boswell Insurance Brokers Limited

Notes to the financial statements *(continued)*

Year ended 31 March 2018

3. Accounting policies *(continued)*

Depreciation

Depreciation is calculated so as to write off the cost or valuation of an asset, less its residual value, over the useful economic life of that asset as follows:

Office equipment	-	20% straight line
Fixtures and fittings	-	20% straight line
Motor vehicles	-	25% straight line
Property upgrades	-	5% straight line

No depreciation charge is made on freehold property on the grounds that it would be immaterial because the estimated residual value is not materially different from the carrying amount. At each reporting date the directors consider the estimated residual value to determine if there has been any change and assess whether the value is materially different from the carrying value.

Investments

Fixed asset investments are initially recorded at cost, and are assessed and amended for any impairment each year.

Impairment of fixed assets

A review for indicators of impairment is carried out at each reporting date, with the recoverable amount being estimated where such indicators exist. Where the carrying value exceeds the recoverable amount, the asset is impaired accordingly. Prior impairments are also reviewed for possible reversal at each reporting date.

For the purposes of impairment testing, when it is not possible to estimate the recoverable amount of an individual asset, an estimate is made of the recoverable amount of the cash-generating unit to which the asset belongs. The cash-generating unit is the smallest identifiable group of assets that includes the asset and generates cash inflows that are largely independent of the cash inflows from other assets or groups of assets.

For impairment testing of goodwill, the goodwill acquired in a business combination is, from the acquisition date, allocated to each of the cash-generating units that are expected to benefit from the synergies of the combination, irrespective of whether other assets or liabilities of the company are assigned to those units.

Alan Boswell Insurance Brokers Limited

Notes to the financial statements *(continued)*

Year ended 31 March 2018

3. Accounting policies *(continued)*

Financial instruments

The company only enters into basic financial instruments transactions that result in the recognition of financial assets and liabilities like trade and other accounts receivable and payable, loans from banks and other third parties, loans to related parties and investments in non-puttable ordinary shares.

Debt instruments (other than those wholly repayable or receivable within one year), including loans and other accounts receivable and payable, are initially measured at the present value of the future cash flows and subsequently at amortised cost using the effective interest method. Debt instruments that are payable or receivable within one year, typically trade payables or receivables, are measured initially and subsequently, at the undiscounted amount of the cash or other consideration expected to be paid or received. However if the arrangements of a short term instrument constitute a financing transaction, like the payment of a trade debt deferred beyond normal business terms or financed at a rate of interest that is not a market rate or in case of an out-right short-term loan not at market rate the financial asset or liability is measured, initially, at the present value of the future cash flow discounted at a market rate of interest for a similar debt instrument and subsequently at amortised cost.

Financial assets that are measured at cost and amortised cost are assessed at the end of each reporting period for objective evidence of impairment. If objective evidence of impairment is found, an impairment loss is recognised in the income statement.

For financial assets measured at amortised cost, the impairment loss is measured as the difference between an asset's carrying amount and the present value of estimated cash flows discounted at the asset's original effective interest rate. If a financial asset has a variable interest rate, the discount rate for measuring any impairment loss is the current effective interest rate determined under the contract.

For financial assets measured at cost less impairment, the impairment loss is measured as the difference between an asset's carrying amount and best estimate, which is an approximation of the amount that the company would receive for the asset if it were to be sold at the reporting date.

Defined contribution pension plans

The annual contributions payable to defined contribution plans are recognised as an expense in the period.

4. Turnover

Turnover arises from:

	2018	2017
	£	£
Commissions	10,683,607	10,338,225
Premium finance income	316,696	280,159
	<u>11,000,303</u>	<u>10,618,384</u>

The whole of the turnover is attributable to the principal activity of the company wholly undertaken in the United Kingdom.

Alan Boswell Insurance Brokers Limited

Notes to the financial statements *(continued)*

Year ended 31 March 2018

5. Other operating income

	2018	2017
	£	£
Rental income	15,000	15,000
Other operating income	—	5,000
	<u>15,000</u>	<u>20,000</u>

6. Operating profit

Operating profit or loss is stated after charging:

	2018	2017
	£	£
Depreciation of tangible assets	268,487	283,262
Gains on disposal of tangible assets	(34,705)	(128,232)
Impairment of trade debtors	—	4,000
	<u>—</u>	<u>4,000</u>

7. Auditor's remuneration

	2018	2017
	£	£
Fees payable for the audit of the financial statements	<u>18,120</u>	<u>17,700</u>

8. Staff costs

The average number of persons employed by the company during the year, including the directors, amounted to:

	2018	2017
	No.	No.
Administrative staff	165	155
Number of directors	7	8
	<u>172</u>	<u>163</u>

The aggregate payroll costs incurred during the year, relating to the above, were:

	2018	2017
	£	£
Wages and salaries	5,357,459	5,098,211
Social security costs	596,891	555,726
Other pension costs	585,753	551,665
	<u>6,540,103</u>	<u>6,205,602</u>

9. Directors' remuneration

The directors' aggregate remuneration in respect of qualifying services was:

	2018	2017
	£	£
Remuneration	674,141	663,318
Company contributions to defined contribution pension plans	63,287	53,326
	<u>737,428</u>	<u>716,644</u>

Alan Boswell Insurance Brokers Limited

Notes to the financial statements *(continued)*

Year ended 31 March 2018

9. Directors' remuneration *(continued)*

The number of directors who accrued benefits under company pension plans was as follows:

	2018 No.	2017 No.
Defined contribution plans	<u>5</u>	<u>6</u>

Remuneration of the highest paid director in respect of qualifying services:

	2018 £	2017 £
Aggregate remuneration	532,352	507,378
Company contributions to defined contribution pension plans	<u>9,990</u>	<u>9,990</u>
	<u>542,342</u>	<u>517,368</u>

10. Income from other fixed asset investments

	2018 £	2017 £
Dividends received	<u>272,962</u>	<u>92</u>

11. Other interest receivable and similar income

	2018 £	2017 £
Interest on cash and cash equivalents	15,569	79,871
Interest from group undertakings	<u>93,536</u>	<u>-</u>
	<u>109,105</u>	<u>79,871</u>

12. Tax on profit

Major components of tax expense

	2018 £	2017 £
Current tax:		
UK current tax expense	476,034	559,167
Adjustments in respect of prior periods	<u>(9,960)</u>	<u>3,324</u>
Total current tax	<u>466,074</u>	<u>562,491</u>
Deferred tax:		
Origination and reversal of timing differences	<u>(817)</u>	<u>(3,769)</u>
Tax on profit	<u>465,257</u>	<u>558,722</u>

Alan Boswell Insurance Brokers Limited

Notes to the financial statements *(continued)*

Year ended 31 March 2018

12. Tax on profit *(continued)*

Reconciliation of tax expense

The tax assessed on the profit on ordinary activities for the year is lower than (2017: higher than) the standard rate of corporation tax in the UK of 19% (2017: 20%).

The differences are explained below:-

	2018 £	2017 £
Profit on ordinary activities before taxation	2,717,688	2,664,568
Profit on ordinary activities by rate of tax	516,361	532,914
Effect of expenses not deductible for tax purposes	15,061	9,906
Adjustment to tax charge in respect of prior periods	(9,960)	3,324
Other reconciling items	(56,205)	12,578
Tax on profit	<u>465,257</u>	<u>558,722</u>

13. Dividends

Dividends paid during the year (excluding those for which a liability existed at the end of the prior year):

	2018 £	2017 £
Interim dividends on ordinary shares	<u>2,772,962</u>	<u>1,200,000</u>

14. Intangible assets

	Goodwill £
Cost	
At 1 April 2017 and 31 March 2018	<u>814,223</u>
Amortisation	
At 1 April 2017 and 31 March 2018	<u>814,223</u>
Carrying amount	
At 31 March 2018	<u>—</u>
At 31 March 2017	<u>—</u>

Amortisation is charged to administrative expenses within the Statement of income and retained earnings.

Alan Boswell Insurance Brokers Limited

Notes to the financial statements (continued)

Year ended 31 March 2018

15. Tangible assets

	Freehold property £	Office equipment £	Fixtures and fittings £	Motor vehicles £	Property upgrades £	Total £
Cost						
At 1 Apr 2017	749,558	1,335,113	519,045	474,172	241,608	3,319,496
Additions	–	103,864	7,252	175,128	–	286,244
Disposals	–	–	–	(156,935)	–	(156,935)
At 31 Mar 2018	<u>749,558</u>	<u>1,438,977</u>	<u>526,297</u>	<u>492,365</u>	<u>241,608</u>	<u>3,448,805</u>
Depreciation						
At 1 Apr 2017	–	1,154,459	460,587	224,508	128,591	1,968,145
Charge for the year	–	93,756	28,102	134,520	12,109	268,487
Disposals	–	–	–	(108,482)	–	(108,482)
At 31 Mar 2018	<u>–</u>	<u>1,248,215</u>	<u>488,689</u>	<u>250,546</u>	<u>140,700</u>	<u>2,128,150</u>
Carrying amount						
At 31 Mar 2018	<u>749,558</u>	<u>190,762</u>	<u>37,608</u>	<u>241,819</u>	<u>100,908</u>	<u>1,320,655</u>
At 31 Mar 2017	<u>749,558</u>	<u>180,654</u>	<u>58,458</u>	<u>249,664</u>	<u>113,017</u>	<u>1,351,351</u>

16. Investments

	Shares in group undertakings £	Other investments other than loans £	Total £
Cost			
At 1 April 2017 and 31 March 2018	<u>20,100</u>	<u>3,307</u>	<u>23,407</u>
Impairment			
At 1 April 2017 and 31 March 2018	<u>2,896</u>	<u>2,136</u>	<u>5,032</u>
Carrying amount			
At 31 March 2018	<u>17,204</u>	<u>1,171</u>	<u>18,375</u>
At 31 March 2017	<u>17,204</u>	<u>1,171</u>	<u>18,375</u>

The company owns 100% of the issued share capital of Alan Boswell Risk Solutions Limited (formerly Alan Boswell Insurance Advisers Limited) and Alan Boswell Risk Management Limited, both of which are registered in England.

The result for the year for Alan Boswell Risk Solutions Limited is a profit of £37,371 (2017: £87,904). Aggregate capital and reserves at the year end are £10,000 (2017: £245,594) following the transfer of trade and assets to another group company during the year.

The result for the year for Alan Boswell Risk Management Limited is a loss of £82,086 (2017: £15,953). Aggregate capital and reserves at the year end are net liabilities of £97,939 (2017: £15,853).

Alan Boswell Insurance Brokers Limited

Notes to the financial statements (continued)

Year ended 31 March 2018

17. Debtors

	2018 £	2017 £
Trade debtors	6,669,389	6,028,593
Amounts owed by group undertakings	4,238,538	4,733,250
Deferred tax asset	2,962	2,145
Prepayments and accrued income	1,496,831	1,384,265
Other debtors	63,419	136,381
	<u>12,471,139</u>	<u>12,284,634</u>

The debtors above include the following amounts falling due after more than one year:

	2018 £	2017 £
Deferred tax asset	<u>2,962</u>	<u>2,145</u>

Trade debtors are stated net of a bad debt impairment allowance of £30,000 (2017: £30,000).

Bad debts charged to profit and loss during the year amount to £nil (2017: £4,000).

18. Creditors: Amounts falling due within one year

	2018 £	2017 £
Trade creditors	59,323	86,150
Amounts owed to group undertakings	72,362	150,904
Accruals and deferred income	2,295,603	2,130,662
Corporation tax	46,258	247,691
Social security and other taxes	133,352	131,358
Insurance company creditors	8,755,325	8,094,642
Other creditors	90,397	66,780
	<u>11,452,620</u>	<u>10,908,187</u>

19. Deferred tax

The deferred tax included in the statement of financial position is as follows:

	2018 £	2017 £
Included in debtors (note 17)	<u>2,962</u>	<u>2,145</u>

The deferred tax account consists of the tax effect of timing differences in respect of:

	2018 £	2017 £
Accelerated capital allowances	(2,738)	(3,555)
Impairment allowance	<u>5,700</u>	<u>5,700</u>
	<u>2,962</u>	<u>2,145</u>

Alan Boswell Insurance Brokers Limited

Notes to the financial statements *(continued)*

Year ended 31 March 2018

20. Employee benefits

Defined contribution plans

The amount recognised in profit or loss as an expense in relation to defined contribution plans was £522,466 (2017: £498,339).

21. Financial instruments

The carrying amount for each category of financial instrument is as follows:

	2018 £	2017 £
Financial assets measured at fair value through profit or loss		
Total	<u>1,151</u>	<u>1,151</u>
Financial assets that are debt instruments measured at amortised cost		
Total	<u>12,293,223</u>	<u>12,092,430</u>
Financial liabilities measured at amortised cost		
Total	<u>11,162,170</u>	<u>10,462,358</u>

22. Called up share capital

Issued, called up and fully paid

	2018		2017	
	No.	£	No.	£
Ordinary shares of £1 each	<u>1,000</u>	<u>1,000</u>	<u>1,000</u>	<u>1,000</u>

23. Reserves

Profit and loss reserve records retained earnings and accumulated losses.

24. Operating leases

The total future minimum lease payments under non-cancellable operating leases are as follows:

	2018 £	2017 £
Not later than 1 year	132,128	145,253
Later than 1 year and not later than 5 years	<u>260,506</u>	<u>392,634</u>
	<u>392,634</u>	<u>537,887</u>

Lease payments charged to profit and loss during the year amount to £139,396 (2017: £153,566).

Alan Boswell Insurance Brokers Limited

Notes to the financial statements *(continued)*

Year ended 31 March 2018

25. Related party transactions

The company has taken advantage of the exemption conferred by FRS 102 from disclosing transactions entered into between two or more members of a group, provided that any subsidiary which is a party to the transaction is wholly owned by such a member. The company had the following transactions with group companies that did not meet the exemption:

During the period management charges totalling £nil (2017: £5,000) were received from group companies. Rent paid to group companies amounted to £8,200 (2017: £19,800).

At 31 March 2018 balances owed from group companies were £22,571 (2017: £41,444) and balances owed to group companies were £42,891 (2017: £140,188).

Directors' remuneration and indirect costs recharged to fellow group companies amounted to £135,000 (2017: £138,000).

Compensation paid in respect of key management personnel amounted to £874,296 (2017: £851,759) together with rent paid of £7,500 (2017: £15,000).

Rent paid to a pension fund amounted to £105,600 (2017: £105,847).

Services acquired from The Boswell Partnership Limited, a company in which a close family member of a director has an interest, amounted to £141,680 (2017: £nil). The balance owed to the related party at 31 March 2018 amounted to £5,911 (2017: £nil).

26. Controlling party

The immediate and ultimate parent company is Alan Boswell Group Limited, a company under the control of A C Boswell. The registered office of Alan Boswell Group Limited is Harbour House, 126 Thorpe Road, Norwich, Norfolk NR1 1UL. The group consolidated accounts are available from the Registrar of Companies.