FISHER TECHNOLOGY PLC



A46 20/10/2011
COMPANIES HOUSE

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FISHER TECHNOLOGY PLC

COMPANY INFORMATION FOR THE YEAR ENDED 30 APRIL 2011

DIRECTORS:

R G Franks

J L Franks

H W Fisher Nominees Limited

SECRETARY

J L Franks

REGISTERED OFFICE

187A Field End Road

Eastcote Pinner Middlesex HA5 1QR

REGISTERED NUMBER

2755596

AUDITORS

David G Simon & Co Limited

Chartered Certified Accountants

& Registered Auditors 187a Field End Road

Eastcote Pinner Middlesex HA5 1QR

BANKERS.

The Royal Bank of Scotland

43 Curzon Street

London W1Y 7RF

REPORT OF THE DIRECTORS FOR THE YEAR ENDED 30 APRIL 2011

The directors present their report with the financial statements of the company for the year ended 30 April 2011

PRINCIPAL ACTIVITIES

The principal activities of the company in the year under review were those of software developers, website developers, software resellers and providers of systems integration and support services

The company continues to serve the needs of chanties, associations, professional societies and trade bodies for membership and CRM systems technology and is a provider of web systems and web sites to commercial companies

REVIEW OF BUSINESS

As with previous years, Fisher Technology continues to service the technology needs of customers in the Not for Profit sector. Our principal activity is as a developer, consultant, and integrator of specialist software that is used by those who also use the iMIS CRM suite which is the market leader worldwide for associations who use off the shelf software.

We are launching a new module for iMIS called WebFormZ which we believe will have widespread use among the iMIS user base worldwide

We have diversified geographically so that 40% of our business is expected to come from non UK territories going forward. This means that we will become increasingly product focused and that SUP renewal fees and other annual charges will make up a larger part of our income in the future.

The largest area of business growth has come from Australia, Canada and the USA which are our target marketing areas. This growth has ansen due to our increased travel and marketing investment and our relationship with NIUG, the international iMIS user group.

We expect this trend to continue for the next two to three years

DIVIDENDS

No dividends will be distributed for the year ended 30 April 2011

DIRECTORS

The directors shown below have held office during the whole of the period from 1 May 2010 to the date of this report

R G Franks
J L Franks
H W Fisher Nominees Limited

COMPANY'S POLICY ON PAYMENT OF CREDITORS

The company's current policy concerning the payment of trade creditors is to

- a) settle the terms of payment with suppliers when agreeing the terms of each transaction
- b) ensure that the suppliers are made aware of the terms of payment of each transactions,
- c) ensure that suppliers are made aware of the terms of payment by inclusion of the relevant terms in contracts, and
- d) pay in accordance with the company's contractual and other legal obligations

At 30 April 2011, the company had 94 days purchases outstanding, based on average daily amount invoiced by suppliers during the year to that date

SOFTWARE DEVELOPMENT COSTS

Research expenditure is written off to the profit and loss account in the year in which it is incurred. Software development expenditure is written off in the same way unless the directors are satisfied as to the technical, commercial and financial viability of individual projects. In this situation, the expenditure is deferred and amortised over the expected economic life of the project. The estimated useful lives of the projects range from 2. 1/2 to 8 years.

REPORT OF THE DIRECTORS FOR THE YEAR ENDED 30 APRIL 2011

STATEMENT OF DIRECTORS' RESPONSIBILITIES

The directors are responsible for preparing the Report of the Directors 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.
- state whether applicable accounting standards have been followed, subject to any material departures disclosed and explained in the financial statements,
- 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 irregulanties.

STATEMENT AS TO DISCLOSURE OF INFORMATION TO AUDITORS

So far as the directors are aware, there is no relevant audit information (as defined by Section 418 of the Companies Act 2006) of which the company's auditors are unaware, and each director has taken all the steps that he or she ought to have taken as a director in order to make himself or herself aware of any relevant audit information and to establish that the company's auditors are aware of that information

AUDITORS

The auditors, David G Simon & Co Limited, will be proposed for re-appointment at the forthcoming Annual General Meeting

ON BEHALF OF THE BOARD

18/10/11

Franks - Secretary

Date

REPORT OF THE INDEPENDENT AUDITORS TO THE SHAREHOLDERS OF FISHER TECHNOLOGY PLC

We have audited the financial statements of Fisher Technology Plc for the year ended 30 April 2011 on pages five to fourteen. 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 a Report of the Auditors 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 pages two and three, 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

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 30 April 2011 and of its profit for the year then
- 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 Report of the Directors 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

Chandresh Kapadia FCCA (Senior Statutory Auditor)

for and on behalf of David G Simon & Co Limited **Chartered Certified Accountants**

& Registered Auditors

187a Field End Road

Eastcote

Pinner

Middlesex

HA5 1QR

18 October 2011

PROFIT AND LOSS ACCOUNT FOR THE YEAR ENDED 30 APRIL 2011

	Notes	2011 £	2010 £
TURNOVER	2	1,026,474	876,475
Cost of sales		227,477	165,384
GROSS PROFIT		798,997	711,091
Administrative expenses		707,916	667,766
OPERATING PROFIT	4	91,081	43,325
Interest payable and similar charges	5	1,252	2,683
PROFIT ON ORDINARY ACTIVITIES BEFORE TAXATION		89,829	40,642
Tax on profit on ordinary activities	6	6,868	
PROFIT FOR THE FINANCIAL YEAR		82,961	40,642

CONTINUING OPERATIONS

None of the company's activities were acquired or discontinued during the current year or previous year

TOTAL RECOGNISED GAINS AND LOSSES

The company has no recognised gains or losses other than the profits for the current year or previous year

BALANCE SHEET 30 APRIL 2011

		2011		2010	
	Notes	£	£	£	£
FIXED ASSETS					
Tangible assets	7		25,016		16,925
CURRENT ASSETS					
Stocks	٥	C 4C4		0.400	
	8	6,461		8,480	
Debtors	9	253,827		271,190	
Cash at bank and in hand		27,820		200	
		288,108		279,870	
CREDITORS		200,.00		2.0,0.0	
Amounts falling due within one year	10	228,102		294,734	
,					
NET CURRENT ASSETS/(LIABILITIES)		60,006		(14,864)
TOTAL ACCETC LESS CURRENT LIAN	OII ITIEC				0.004
TOTAL ASSETS LESS CURRENT LIAI	DILITIES		85,022		2,061
					
CAPITAL AND RESERVES					
Called up share capital	13		25,500		25,500
Profit and loss account	14		59,522		(23,439)
	• •				
SHAREHOLDERS' FUNDS	17		85,022		2,061
			1 1		

The financial statements were approved by the Board of Directors on its behalf by

18 (0) 2011 and were signed on

J L Franks - Director

CASH FLOW STATEMENT FOR THE YEAR ENDED 30 APRIL 2011

	Notes	2011 £	2010 £
Net cash inflow from operating activities	1	127,419	26,474
Returns on investments and servicing of finance	2	(1,252)	(2,683)
Capital expenditure	2	(18,654)	(16,176)
Increase in cash in the period		107,513	7,615

Reconciliation of net cash flow to movement in net debt 3		
Increase in cash in the period	107,513	7,615
Change in net debt resulting from cash flows	107,513	7,615
Movement in net debt in the period Net debt at 1 May	107,513 (79,985)	7,615 (87,600)
Net funds/(debt) at 30 April	27,528	(79,985)

NOTES TO THE CASH FLOW STATEMENT FOR THE YEAR ENDED 30 APRIL 2011

1 RECONCILIATION OF OPERATING PROFIT TO NET CASH INFLOW FROM OPERATING ACTIVITIES

2	Operating profit Depreciation charges Decrease/(Increase) in stocks Decrease in debtors Increase/(Decrease) in creditors Net cash inflow from operating activities ANALYSIS OF CASH FLOWS FOR HEADINGS NETTED IN THE C	CASU ELOW	2011 £ 91,081 10,563 2,019 17,363 6,393 ———————————————————————————————————	2010 £ 43,325 10,810 (3,230) 3,123 (27,554) 26,474
2	ANALYSIS OF CASH FLOWS FOR HEADINGS NETTED IN THE	CASH FLOW		2212
			2011 £	2010 £
	Returns on investments and servicing of finance interest paid		(1,252) ———	(2,683)
	Net cash outflow for returns on investments and servicing of fi	nance	(1,252) =====	(2,683)
	Capital expenditure			
	Purchase of tangible fixed assets		(18,654)	(16,176)
	Net cash outflow for capital expenditure		(18,654) =====	(16,176)
3	ANALYSIS OF CHANGES IN NET DEBT			
	No. a see to	At 1 5 10 £	Cash flow £	At 30 4 11 £
	Net cash Cash at bank and in hand Bank overdraft	200 (79,893)	27,620 79,893	27,820
		(79,693)	107,513	27,820
	Debt Debts falling due			
	within one year	(292)		(292)
		<u>(292)</u>	-	(292)
	Total	(79,985) ————	107,513	27,528

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 30 APRIL 2011

1 ACCOUNTING POLICIES

Basis of preparing the financial statements

The financial statements have been prepared on a going concern basis which assumes that the company will continue in operational existence for the foreseeable future

The validity of this assumption depends on the company being able to continue to trade profitably in the future and the continued support of the company's bankers and shareholder directors. The directors are of the opinion that the company will continue to trade profitably, the bankers will continue supporting the company and have expressed their willingness to continue supporting the company for the foreseeable future. Consequently the directors consider it appropriate for the financial statements to be prepared on a going concern basis.

Accounting convention

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

Turnover

Turnover represents net invoiced sales of goods, excluding value added tax

Tangible fixed assets

Depreciation is provided at the following annual rates in order to write off each asset over its estimated useful life

Fixtures and fittings

25% on cost

Computer equipment

33% on cost

Stocks

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

Deferred tax

Deferred tax is recognised in respect of all timing differences that have originated but not reversed at the balance sheet date

Foreign currencies

Assets and liabilities in foreign currencies are translated into sterling at the rates of exchange ruling at the balance sheet date. Transactions in foreign currencies are translated into sterling at the rate of exchange ruling at the date of transaction. Exchange differences are taken into account in arriving at the operating result.

Hire purchase and leasing commitments

Rentals paid under operating leases are charged to the profit and loss account on a straight line basis over the period of the lease

Pension costs and other post-retirement benefits

The company operates a defined contribution pension scheme

Contributions payable to the company's pension scheme are charged to the profit and loss account in the period to which they relate

2 TURNOVER

The turnover and profit before taxation are attributable to the principal activities of the company

An analysis of turnover by geographical market is given below

	£	£
United Kingdom	781,573	779,411
Rest of the World	244,901	97,064
	1,026,474	876,475
	131	

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2011

2010

NOTES TO THE FINANCIAL STATEMENTS - continued FOR THE YEAR ENDED 30 APRIL 2011

3	STAFF COSTS		
		2011 £	2010 £
	Wages and salaries	465,013	473,404
	Social security costs Other pension costs	51,126 6,415	51,794 6,095
	Other perison costs		
		522,554	531,293
	The average monthly number of employees during the year was as follows	2011	2010
	Adamanatan	•	0
	Administration Development	2 8	2 8
	Sales	2	2
		12	12
			
4	OPERATING PROFIT		
	The operating profit is stated after charging		
	The special of the second of t	0044	0040
		2011 £	2010 £
	Other operating leases	24,375	22,841
	Depreciation - owned assets Auditors' remuneration	10,563 2,500	10,810 2,500
	Directors' remuneration	122,000	122,000
	The number of directors to whom retirement benefits were accruing was as follows		
	Money purchase schemes	1	1
	, p		
	Retirement benefits are accruing to 1 (2010 1) director under defined contribution s	schemes	
5	INTEREST PAYABLE AND SIMILAR CHARGES		
5	INTEREST PATABLE AND SIMILAR CHARGES	2011	2010
	Bank interest	£ 1,252	£ 2,683
	Dank interest	====	2,003
6	TAXATION		
Ü			
	Analysis of the tax charge The tax charge on the profit on ordinary activities for the year was as follows		
	The tax charge of the profit of ordinary activities for the year was as follows	2011	2010
	Current tax	£	£
	UK corporation tax	6,868	-
	Tax on profit on ordinary activities	6,868	
	Tax on profit on ordinary additioo	====	

NOTES TO THE FINANCIAL STATEMENTS - continued FOR THE YEAR ENDED 30 APRIL 2011

6 TAXATION - continued

England.	affecting	48	4	
ractors	arrecting	tne	tax	charge

The tax assessed for the year is lower than the standard rate of corporation tax in the UK. The difference is explained below

			2011	2010
	Profit on ordinary activities before tax		£ 89,829	£ 40,642
	Profit on ordinary activities multiplied by the standard rate of corporation tax in the UK of 21% (2010 - 21%)		18,864	8,535
	Effects of Expenses not deductible for tax purposes Depreciation for the period in excess of capital allowances Losses brought forward utilised for tax purposes		229 (3,836) (8,389)	454 (3,798) (5,191)
	Current tax charge		6,868 	-
7	TANGIBLE FIXED ASSETS	Fixtures and fittings £	Computer equipment £	Totals £
	COST At 1 May 2010 Additions	3,951 8,356	39,154 10,298	43,105 18,654
	At 30 April 2011	12,307	49,452	61,759
	DEPRECIATION At 1 May 2010 Charge for year At 30 April 2011	1,255 1,843 3,098	24,925 8,720 33,645	26,180 10,563 36,743
	NET BOOK VALUE At 30 April 2011	9,209	15,807	25,016
	At 30 April 2010	2,696	14,229	16,925
8	STOCKS		2011	2010
	Stocks		£ 6,461	£ 8,480
9	DEBTORS: AMOUNTS FALLING DUE WITHIN ONE YEAR		2011	2010
	Trade debtors Other debtors Prepayments and accrued income		£ 238,357 4,833 10,637	£ 251,325 1,533 18,332
			253,827	271,190

NOTES TO THE FINANCIAL STATEMENTS - continued FOR THE YEAR ENDED 30 APRIL 2011

10 CREDITORS AMOUNTS FALLING DUE WITHIN ONE YEAR

	2011	2010
	£	£
Bank loans and overdrafts (see note 11)	•	79,893
Other loans (see note 11)	292	292
Trade creditors	58,791	55,332
Tax	6,868	-
Social security and other taxes	13,531	15,210
VAT	33,657	42,311
Accruals and deferred income	114,963	101,696
	228,102	294,734

The company's bank facility is secured by way of fixed and floating charge over the company's assets and personal guarantees by the directors R G Franks and J L Franks, and Sybil Kathlyn Sabel, who is related to J L Franks

11 LOANS

An analysis of the maturity of loans is given below

	2011 £	2010 £
Amounts falling due within one year or on demand		
Bank overdrafts	-	79,893
Directors loan		292
	292	80,185

12 OPERATING LEASE COMMITMENTS

The following operating lease payments are committed to be paid within one year

Everna	2011 £	2010 £
Expiring Between one and five years	23,000	23,000

13 CALLED UP SHARE CAPITAL

Authorised Number	Class.	Nominal	2011	2010
Nember	01055.	Value:	£	£
67,000	Ordinary "A"	£1	67,000	67,000
33,000	Ordinary "B"	£1	33,000	33,000
		:	100,000	100,000
Alloted and Issued				
Number	Class:		£	£
667	Ordinary "A" shares of £1 each	£1	667	667
32,667	Ordinary "A" shares of £1 each 50p paid	£1	16,333	16,333
333	Ordinary "B" shares of £1 each	£1	333	333
16,333	Ordinary "B" Shares of £1 each 50p paid	£1	8,167	8,167
			25,500	25,500

[&]quot;A" Ordinary and "B" Ordinary rank equally in all respect

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Land and buildings

NOTES TO THE FINANCIAL STATEMENTS - continued FOR THE YEAR ENDED 30 APRIL 2011

14 RESERVES

	Profit and loss account £
At 1 May 2010 Profit for the year	(23,439) 82,961
At 30 April 2011	59,522

15 RELATED PARTY DISCLOSURES

The company trades in the ordinary course of business on arm's length basis with H W Fisher & Company, a firm of Chartered Accountants, in which P A Beer and A R W Parfitt are partners. H W Fisher & Company are a related party due to the fact that H W Fisher Nominees Limited is a director and shareholder in Fisher Technology PLC, and all three companies have common directors and partners in P A Beer and A R W Parfitt In addition, P A Beer is a shareholder of H W Fisher Nominees Limited

The Company also trades in the ordinary course of business on an arm's length basis with the following companies

Good Harvest Group Limited, in which P A Beer has an interest

Amounts due from/(to) these related parties at the balance sheet date we
--

	2011 £	2010 £
H W Fisher & Company	4,338	4,023
Good Harvest Group Ltd	7,797	5,958
	12,135	9,981
Turnover includes amounts charged to these related parties		
	2011	2010
	£	£
H W Fisher & Company	4,740	6,304
Good Harvest Group Ltd	15,153	7,609
	19,893	13,913

16 ULTIMATE CONTROLLING PARTY

The company is controlled by R G. Franks and J L. Franks

17 RECONCILIATION OF MOVEMENTS IN SHAREHOLDERS' FUNDS

	2011 £	2010 £
Profit for the financial year	82,961 	40,642
Net addition to shareholders' funds Opening shareholders' funds	82,961 	40,642 (38,581)
Closing shareholders' funds	85,022 ———	2,061

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NOTES TO THE FINANCIAL STATEMENTS - continued FOR THE YEAR ENDED 30 APRIL 2011

18 PROVISIONS FOR LIABILITIES

Deferred taxation-Not provided	2011 £	2010 £
Excess of capital allowances over depreciation Tax losses available	18,269 -	18,088 8,363
Deferred tax asset	18,269	26,451

Deferred tax asset has not been recognised at 30 April 2011 as it is expected that it will take some time for the excess capital allowances to be released and the time period over which this will occur is not certain