Report of the Directors and

**Financial Statements** 

for the Year Ended 30 September 2013

for

**Bostock Marketing Group Limited** 

SATURDAY



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## **Bostock Marketing Group Limited**

# Company Information for the Year Ended 30 September 2013

DIRECTORS: Mrs D A Bostock

Mrs J Wiseman S Maydew J P Bostock

REGISTERED OFFICE: Unit 7 Holt Court North

Heneage Street West

Birmingham Science Park Aston

Birmingham West Midlands

**B7 4AX** 

REGISTERED NUMBER: 02841970 (England and Wales)

**SENIOR STATUTORY AUDITOR:** Katrına Wıllıams

AUDITORS: Locke Williams Associates LLP

Chartered Accountants Registered Auditors Blackthorn House St Pauls Square Birmingham West Midlands

**B3 1RL** 

## Report of the Directors for the Year Ended 30 September 2013

The directors present their report with the financial statements of the company for the year ended 30 September 2013

#### PRINCIPAL ACTIVITY

The principal activity of the company in the year under review was that of market research

#### **REVIEW OF BUSINESS**

We aim to present a balanced and comprehensive review of the development and performance of our business during the year and its position at the end of the year end. Our review is consistent with the size and non-complex nature of our business and is written in the context of the risks and uncertainties we face.

BMG Research has provided research services to public and private sector clients for over 25 years. Over this time the agency has continuously evolved to reflect the changing market environment and needs of our customers.

During 2012-13 BMG Research continued to build on the foundations we laid following the turmoil of the GFC in 2008/2009 and the formation of the UK coalition government in 2010. We returned to profit last year, and this year have consolidated and built on this performance. Reflecting our past success and confidence for the future, 2013 has been a year of significant investment for BMG, we have further transformed our IT infrastructure to enable us to work seamlessly in a global market place, whilst putting in place technology and processes that will enable our accreditation next year to ISO27001. We have rebranded the business, and followed this new corporate identity through to all aspects of our operation, a new website, refurbishment of our offices and new look and feel to the internal layout of our offices. These have been significant investments of both time and financial resources, and reflect our confidence in the future success of BMG.

This confidence is fuelled by successes in the UK market which see us retain and build on major accounts, as well as our recent venture in to Australia as a new global territory. Whilst still in its infancy, we strongly anticipate that our launch in to Australia will bring new and profitable opportunities for the company

Our three year business plan continues to be cautiously optimistic we have a general election in the UK in just over a year's time and we need to enter this period with a strong and resilient business outlook

#### DIVIDENDS

The directors recommend that no final dividend be paid

The total distributions of dividends in respect of the Ordinary shares for the year ended 30 September 2013 was £10,000 (2012 - £nil)

#### **DIRECTORS**

The directors set out in the table below have held office during the whole of the period from 1 October 2012 to the date of this report

The beneficial interests of the directors holding office at 30 September 2013 in the shares of the company, according to the register of directors' interests, were as follows

	30 9 13	1 10 12
Ordinary Shares shares of £1 each		
Mrs D A Bostock	92,939	92,939
Mrs J Wiseman	14,189	14,189
S Maydew	2,500	2,500
J P Bostock	92,939	92,939

These directors did not hold any non-beneficial interests in the shares of the company

## **POLITICAL AND CHARITABLE CONTRIBUTIONS**

The company made various small donations to various charities during the period

## Report of the Directors for the Year Ended 30 September 2013

#### **EMPLOYMENT POLICY**

The company's policy is to provide, wherever possible, employment and training and development opportunities for disabled people. It is also committed to supporting employees who become disabled and to helping disabled employees make the best possible use of their skills and potential.

#### 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,
- 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.

#### 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, Locke Williams Associates LLP, will be proposed for re-appointment at the forthcoming Annual General Meeting

ON BEHALF OF THE BOARD

Mrs D A Bostock - Director

12 December 2013



Locke Williams Associates LLP
Blackthorn House, St Pauls Square Birmingham B3 1RL
T 0121 262 3980 F 0121 262 3981
E info@lockewilliams com W www.lockewilliams.com

E mio@iockewinidins com www.iockewinidins.cc

## Report of the Independent Auditors to the Members of Bostock Marketing Group Limited

We have audited the financial statements of Bostock Marketing Group Limited for the year ended 30 September 2013 on pages six to eighteen. 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 page 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. In addition, we read all the financial and non-financial information in the Report of the Directors to identify material inconsistencies with the audited financial statements. If we become aware of any apparent material misstatements or inconsistencies we consider the implications for our report

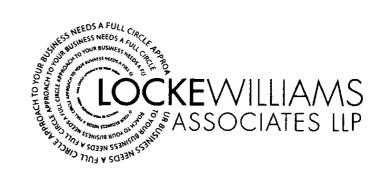


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Registered number OC350146 Registered in England

Partners Christopher B Locke BA (Econ) FCA Katrina L Williams ACA CTA TEP

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Locke Williams Associates LLP
Blackthorn House, St Pauls Square Birmingham B3 1RL
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## Report of the Independent Auditors to the Members of Bostock Marketing Group Limited

#### **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 September 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 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

Karina Williams

Katrina Williams (Senior Statutory Auditor)
for and on behalf of Locke Williams Associates LLP
Chartered Accountants
Registered Auditors
Blackthorn House
St Pauls Square
Birmingham
West Midlands
B3 1RL

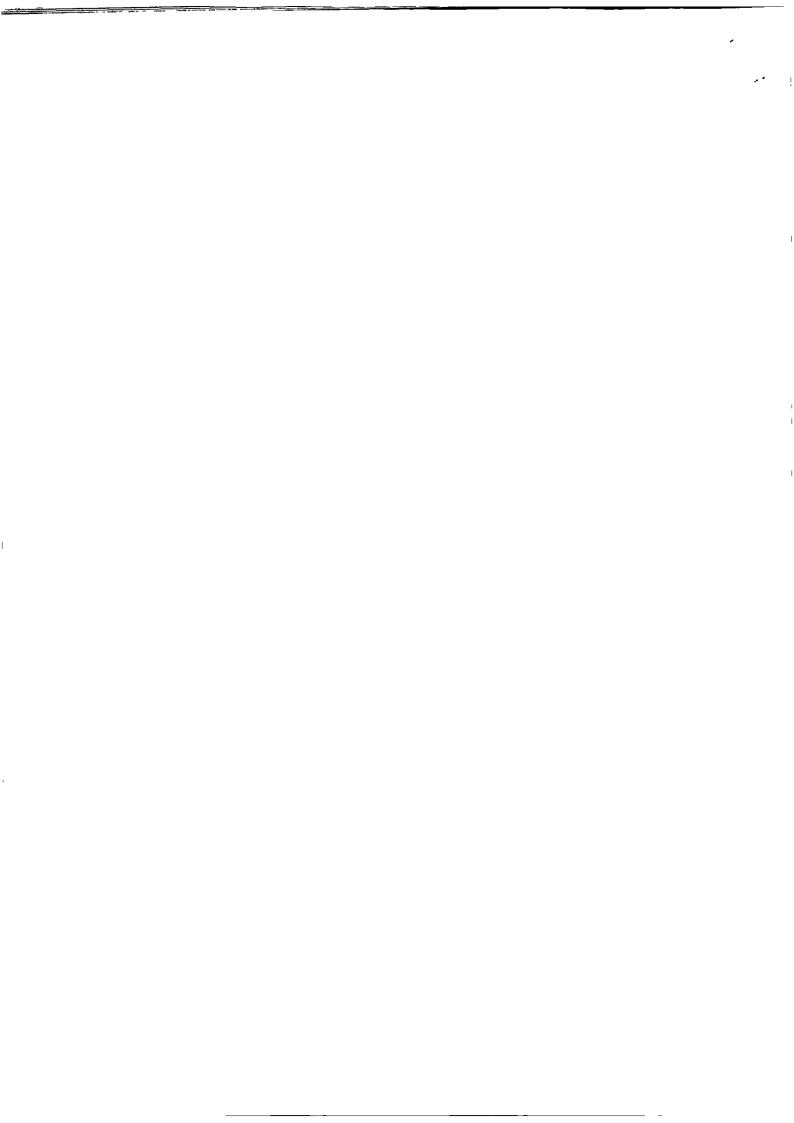
12 December 2013



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Partners Christopher B Locke BA (Econ) FCA Katrina L Williams ACA CTA TEP
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# Profit and Loss Account for the Year Ended 30 September 2013

		30.9.13	30 9 12 as restated
	Notes	£	as restated £
TURNOVER		6,222,724	5,267,139
Cost of sales		3,058,298	2,512,339
GROSS PROFIT		3,164,426	2,754,800
Administrative expenses		3,057,553	2,744,323
OPERATING PROFIT	3	106,873	10,477
Interest receivable and similar income		3,546	1,874
PROFIT ON ORDINARY ACTIVITIES BEFORE TAXATION		110,419	12,351
Tax on profit on ordinary activities	4	1,084	<del>.</del>
PROFIT FOR THE FINANCIAL YEAR		109,335	12,351

## **CONTINUING OPERATIONS**

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

# Statement of Total Recognised Gains and Losses for the Year Ended 30 September 2013

		30.9.13	30 9 12
		£	as restated £
PROFIT FOR THE FINANCIAL	YEAR	109,335	12,351
TOTAL RECOGNISED GAINS RELATING TO THE YEAR	AND LOSSES	109,335	12,351
		·	<del></del>
	Note		
Prior year adjustment	6	<u>(47,450</u> )	
TOTAL GAINS AND LOSSES	RECOGNISED SINCE		
LAST ANNUAL REPORT		61,885	

### Balance Sheet 30 September 2013

		30 9	13	30 9 as res	
	Notes	£	£	£	£
FIXED ASSETS Tangible assets Investments	7 8		135,520 3		59,383 3
			135,523		59,386
CURRENT ASSETS Debtors Cash at bank and in hand	9	1,392,286 980,382		1,609,450 632,662	
005017000		2,372,668		2,242,112	
CREDITORS  Amounts failing due within one year	10	907,428		800,070	
NET CURRENT ASSETS			1,465,240		1,442,042
TOTAL ASSETS LESS CURRENT LIABILITIES			1,600,763		1,501,428
CREDITORS  Amounts failing due after more than of year	ne 11		2		2
NET ASSETS			1,600,761		1,501,426
CAPITAL AND RESERVES					
Called up share capital	15		220,844		220,844
Share premium	16		51,800		51,800
Capital redemption reserve Profit and loss account	16 16		245,085 1,083,032		245,085 983,697
SHAREHOLDERS' FUNDS	20		1,600,761		1,501,426

The financial statements were approved by the Board of Directors on 12 December 2013 and were signed on its behalf by

Mrs D A Bostock - Director

# Cash Flow Statement for the Year Ended 30 September 2013

		30.9.13	30 9 12
	Notes	£	as restated £
Net cash inflow from operating activities	1	430,987	19,285
Returns on investments and servicing of finance	2	3,546	1,874
Taxation		53,974	-
Capital expenditure	2	(126,365)	(32,918)
Equity dividends paid		<u>(10,000</u> )	
		352,142	(11,759)
Financing	2	<del>-</del>	(11,545)
Increase/(decrease) in cash in	the period	352,142	(23,304)
Reconciliation of net cash flow to movement in net funds	3		
Increase/(decrease) in cash in the	e period	352,142	(23,304)
Change in net funds resulting from cash flows		352,142	(23,304)
Movement in net funds in the p Net funds at 1 October	eriod	352,142 622,124	(23,304) 645,428
Net funds at 30 September		974,266	622,124

# Notes to the Cash Flow Statement for the Year Ended 30 September 2013

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

			30.9.13	30 9 12
			£	as restated £
	Operating profit		± 106,873	10,477
	Depreciation charges		48,959	66,286
	Loss on disposal of fixed assets		1,269	-
	Decrease/(increase) in debtors		162,815	(47,570)
	Increase/(decrease) in creditors		111,071	<u>(9,908</u> )
	Net cash inflow from operating activities		430,987	19,285
2	ANALYSIS OF CASH FLOWS FOR HEADINGS NETTED	IN THE CASH	FLOW STAT	EMENT
			30.9.13	30 9 12
			£	as restated £
	Returns on investments and servicing of finance			
	Interest received		3,546	<u>1,874</u>
	Net cash inflow for returns on investments and servicing	ng of		
	finance		3,546	1,874
	Capital expenditure			
	Purchase of tangible fixed assets		(126,365)	(32,918)
	M.A		(400 005)	
	Net cash outflow for capital expenditure		<u>(126,365</u> )	<u>(32,918</u> )
	Eigeneing			
	Financing Amount withdrawn by directors		_	(10,597)
	Share redemption		-	(948)
	*		<del></del>	/
	Net cash outflow from financing			<u>(11,545</u> )
3	ANALYSIS OF CHANGES IN NET FUNDS	••		•
		At 1.10 12 £	Cash flow £	At 30.9.13 £
	Net cash	ess ees	247 700	000 202
	Cash at bank and in hand Bank overdraft	632,662 _(10,538)	347,720 <u>4,422</u>	980,382 <u>(6,116</u> )
		622,124	352,142	974,266
	Total	622,124	352,142	974,266

## Notes to the Financial Statements for the Year Ended 30 September 2013

#### ACCOUNTING POLICIES

#### **Accounting convention**

The financial statements have been prepared under the historical cost convention

#### Preparation of consolidated financial statements

The financial statements contain information about Bostock Marketing Group Limited as an individual company and do not contain consolidated financial information as the parent of a group. The company is exempt under Section 402/405 of the Companies Act 2006 from the requirements to prepare consolidated financial statements as all of its subsidiaries are immaterial for the purpose of giving a true and fair view, both individually and collectively

#### **Turnover**

1

Turnover represents net invoiced sales of goods, excluding value added tax, except in respect of service contracts where turnover is recognised when the company obtains the right to consideration

#### 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
Computer equipment

- 20% on cost

## 33% on cost

#### **Deferred tax**

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

#### Research and development

Expenditure on research and development is written off in the year in which it is incurred

#### 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

#### Revenue recognition

All income is project related and revenue is recognised incrementally as work progresses on each project. All costs directly attributable to each project are charged against profits as they are incurred.

### 2 STAFF COSTS

	30.9.13	30 9 12 as restated
	£	£
Wages and salaries	3,616,884	3,099,992
Social security costs	277,127	251,134
Other pension costs	66,021	
	3,960,032	3,351,126

# Notes to the Financial Statements - continued for the Year Ended 30 September 2013

## 2 STAFF COSTS - continued

30 9 12 as restated		The average monthly number of employees during the year was as follows		
Operations   192   161		The average monthly number of employees during the year was as follows	30.9.13	30 9 12
Research   Management and Administration   18   18   18   18   18   18   18   1			33.3.13	
Research   Management and Administration   Management and Management and Administration   Management and				
Management and Administration 18 18 232 202  3 OPERATING PROFIT  The operating profit is stated after charging  30.9.13 30.9.13 30.9.12 as restated for charging 2012 as restated for charging leases 2023,834 202  Other operating leases 35,857 103,822 Depreciation - owned assets 48,959 66,286 Loss on disposal of fixed assets 1,269 6.349  Auditors' remuneration 6,504 6,349  Directors' remuneration 440,376 385,240  The number of directors to whom retirement benefits were accruing was as follows  Money purchase schemes 3 4 4 2 as restated for the series of the				
3 OPERATING PROFIT The operating profit is stated after charging  30.9.13 30.9.13 as restated as restated for charging  Other operating leases \$\frac{				
3 OPERATING PROFIT  The operating profit is stated after charging  30.9.13 30.9.13 as restated for experiments and experiments and experiments are stated for experiments and experiments are experiments as follows  Analysis of the tax charge are the tax charge on the profit on ordinary activities for the year was as follows  Current tax  UK corporation tax  1,084		Management and Administration	<u> 18</u>	18
The operating profit is stated after charging  30.9.13 as restated for the profit of the tax charge on the profit on ordinary activities for the year was as follows  The operating leases  Other operating leases  Other operating leases  Other operating leases  95,857 108,822  Post for the series for the year was as follows  1,269 6,286  1,269 6,349  Directors' remuneration  440,376 385,240  The number of directors to whom retirement benefits were accruing was as follows  Money purchase schemes  30.9 13 30.9 12 as restated for the year was as follows  4 TAXATION  Analysis of the tax charge The tax charge on the profit on ordinary activities for the year was as follows  Current tax UK corporation tax  1,084			<u>232</u>	202
Other operating leases Other operating leases Other operating leases Depreciation - owned assets Loss on disposal of fixed assets Auditors' remuneration  Directors' remuneration  The number of directors to whom retirement benefits were accruing was as follows Money purchase schemes  Money purchase schemes  Money purchase schemes  The number of directors to whom retirement benefits were accruing was as follows  Money purchase schemes  Money purchase schemes  The number of directors to whom retirement benefits were accruing was as follows  Money purchase schemes  Money purchase	3	OPERATING PROFIT		
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Other operating leases Other operating leases Depreciation - owned assets Loss on disposal of fixed assets Auditors' remuneration  Directors' remuneration  The number of directors to whom retirement benefits were accruing was as follows Money purchase schemes  Money purchase schemes  Information regarding the highest paid director is as follows  Emoluments etc  TAXATION  Analysis of the tax charge The tax charge on the profit on ordinary activities for the year was as follows  Current tax UK corporation tax  Information tax Information			30 Q 13	30 0 12
Other operating leases Depreciation - owned assets Loss on disposal of fixed assets Auditors' remuneration  Directors' remuneration  The number of directors to whom retirement benefits were accruing was as follows Money purchase schemes  Money purchase schemes  Information regarding the highest paid director is as follows  Emoluments etc  TAXATION  Analysis of the tax charge The tax charge on the profit on ordinary activities for the year was as follows  Current tax UK corporation tax  Information assets a separate of the sear was as follows  30.9 12 as restated for the sear was as follows  30.9 13 and 165,389  4 TAXATION  Analysis of the tax charge The tax charge on the profit on ordinary activities for the year was as follows  Current tax UK corporation tax  1,084			30.3.13	
Other operating leases Depreciation - owned assets Loss on disposal of fixed assets Auditors' remuneration  Directors' remuneration  The number of directors to whom retirement benefits were accruing was as follows Money purchase schemes  Money purchase schemes  Information regarding the highest paid director is as follows  Emoluments etc  TAXATION  Analysis of the tax charge The tax charge on the profit on ordinary activities for the year was as follows  Current tax UK corporation tax  108,822 48,959 66,286 6,349 6,349  A40,376 385,240  A40,376 385,240  A10,341  A			£	
Depreciation - owned assets Loss on disposal of fixed assets Auditors' remuneration  Directors' remuneration  Directors' remuneration  The number of directors to whom retirement benefits were accruing was as follows  Money purchase schemes  Money		Other operating leases		
Auditors' remuneration 6,504 6,349  Directors' remuneration 440,376 385,240  The number of directors to whom retirement benefits were accruing was as follows  Money purchase schemes 3 4  Information regarding the highest paid director is as follows  Emoluments etc 203,934 165,389  4 TAXATION  Analysis of the tax charge The tax charge on the profit on ordinary activities for the year was as follows  Current tax UK corporation tax 1,084			-	
Directors' remuneration  440,376  385,240  The number of directors to whom retirement benefits were accruing was as follows  Money purchase schemes  3 4  Information regarding the highest paid director is as follows  30.9 13 30 9 12 as restated £ £ £ £ £ £ 165,389  4  TAXATION  Analysis of the tax charge The tax charge on the profit on ordinary activities for the year was as follows  Current tax UK corporation tax  1,084			1,269	-
The number of directors to whom retirement benefits were accruing was as follows  Money purchase schemes  Information regarding the highest paid director is as follows  Information regarding the highest paid director is as follows  Solve the first paid director is as follows  Solve the first paid director is as follows  Emoluments etc  Solve the first paid director is as follows  Emoluments etc  Solve the first paid director is as follows  105,389  TAXATION  Analysis of the tax charge The tax charge on the profit on ordinary activities for the year was as follows  Solve the first paid as restated for the year was as follows  Current tax  UK corporation tax  1,084		Auditors' remuneration	6,504	6,349
The number of directors to whom retirement benefits were accruing was as follows  Money purchase schemes  Information regarding the highest paid director is as follows  30.9 13 30.9 12 as restated £ £ £ £ Emoluments etc  203,934 165,389  4 TAXATION  Analysis of the tax charge The tax charge on the profit on ordinary activities for the year was as follows  Current tax UK corporation tax  1,084				
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Money purchase schemes  Information regarding the highest paid director is as follows  30.9 13 30 9 12 as restated £ £ £ 203,934 165,389  4 TAXATION  Analysis of the tax charge The tax charge on the profit on ordinary activities for the year was as follows  Current tax UK corporation tax  1,084 —				
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Emoluments etc  Emoluments etc		Money purchase schemes	3	4
Emoluments etc  Emoluments etc				
Emoluments etc  Emoluments etc		Information regarding the highest paid director is as follows		
Emoluments etc  203,934  165,389  4 TAXATION  Analysis of the tax charge The tax charge on the profit on ordinary activities for the year was as follows  30.9.13 30.9.13 30.9.13 as restated  £ £ £ £ £ £ £ £ £ £ £ £ £ £ £ £ £ £			30.9 13	30 9 12
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Analysis of the tax charge  The tax charge on the profit on ordinary activities for the year was as follows  30.9.13 30.9.13 30.9.13 as restated  £ £  Current tax  UK corporation tax  1,084 -		Emoluments etc	203,934	165,389
Analysis of the tax charge  The tax charge on the profit on ordinary activities for the year was as follows  30.9.13 30.9.13 30.9.13 30.9.13 as restated  £ £  Current tax  UK corporation tax  1,084 -				
The tax charge on the profit on ordinary activities for the year was as follows  30.9.13 30.9.13 30.9.13 as restated  £ £ £  Current tax UK corporation tax  1,084 -	4	TAXATION		
30.9.13 30 9 12				
Current tax UK corporation tax  as restated £ £ £  -		The tax charge on the profit on ordinary activities for the year was as follow		
Current tax UK corporation tax  1,084 -			30.9.13	
Current tax UK corporation tax  1,084 -			_	
UK corporation tax 1,084		Commont toy	£	£
· · · · · · · · · · · · · · · · · · ·			1 094	
Tax on profit on ordinary activities		Or corporation tax	1,004	<del></del>
		Tax on profit on ordinary activities	1,084	-

## Notes to the Financial Statements - continued for the Year Ended 30 September 2013

### 5 DIVIDENDS

	30.9.13	30 9 12 as restated
Ordinary Shares shares of £1 each	£	£
Interim	10,000	_

### 6 PRIOR YEAR ADJUSTMENT

The prior year adjustment reflects the provision of additional net taxation, arising in respect of the years ended 30 September 2008, 2009 and 2010, as a result of a HMRC review of those years. The review has also resulted in additional taxable losses, available to carry forward against future profits, of £175,652 which will reduce future taxation liabilities by £35,120 at 20% Corporation tax rates.

#### 7. TANGIBLE FIXED ASSETS

	Fixtures and	Computer	
	fittings £	equipment £	Totals £
COST	τ.	L	E.
At 1 October 2012	260,448	409,000	669,448
Additions	17,381	108,984	126,365
Disposals	<u>(130,233</u> )	<u>(234,427)</u>	<u>(364,660</u> )
At 30 September 2013	147,596	283,557	431,153
DEPRECIATION			
At 1 October 2012	249,881	360,184	610,065
Charge for year	7,715	41,244	48,959
Eliminated on disposal	(128,964)	<u>(234,427)</u>	<u>(363,391</u> )
At 30 September 2013	128,632	167,001	295,633
NET BOOK VALUE			
At 30 September 2013	<u> 18,964</u>	<u>116,556</u>	<u>135,520</u>
At 30 September 2012	10,567	48,816	59,383
		<u> </u>	·

## 8 FIXED ASSET INVESTMENTS

	Shares In group undertakings £
COST At 1 October 2012 and 30 September 2013	3
NET BOOK VALUE At 30 September 2013	3
At 30 September 2012	3

# Notes to the Financial Statements - continued for the Year Ended 30 September 2013

## 8 FIXED ASSET INVESTMENTS - continued

The company's investments at the balance sheet date in the share capital of companies include the following

	Bostock Marketing International Limited Nature of business Dormant Class of shares Ordinary shares	% holding 100 00	30 9.13 £	30 9 12 £
	Aggregate capital and reserves		2	2
	BMG Research Limited Nature of business Dormant	%		
	Class of shares Ordinary	holding 100 00	30.9.13	30 9 12
	Aggregate capital and reserves		£ 1	£ 1
9	DEBTORS: AMOUNTS FALLING DUE WITHIN ONE	YEAR	30.9.13	30 9 12 as restated
	Trade debtors Other debtors Directors' current accounts Tax Other debtors & Prepayments		£ 1,204,701 5,487 46,126 11,052 124,920	£ 1,400,576 - 46,126 65,401 97,347
	. ,		1,392,286	1,609,450
10	CREDITORS. AMOUNTS FALLING DUE WITHIN O	NE YEAR	30.9.13	30 9 12 as restated
	Bank loans and overdrafts (see note 12) Trade creditors Tax Social security and other taxes VAT Other creditors Accruals and deferred income		£ 6,116 340,149 48,159 93,854 233,082 127,391 58,677	£ 10,538 439,929 47,450 64,807 150,542
			907,428	800,070

## Notes to the Financial Statements - continued for the Year Ended 30 September 2013

## 11 CREDITORS: AMOUNTS FALLING DUE AFTER MORE THAN ONE YEAR

	30.9.13	30 9 12 as restated
	£	£
Amounts owed to group undertakings	2	2

### 12 LOANS

An analysis of the maturity of loans is given below

	30.9 13	30 9 12 as restated
Amounts falling due within one year or on demand	£	£
Bank overdrafts	<u>6,116</u>	10,538

### 13 OPERATING LEASE COMMITMENTS

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

	Land and buildings		Other operating leases	
	30.9.13	30 9 12	30.9.13	30 9 12
		as restated		as restated
France	£	£	£	£
Expiring Within one year	-	93,600	47,694	3,397
Between one and five years	93,600	<del></del>	32,237	<u>81,150</u>
	93,600	93,600	79,931	84,547

### 14 SECURED DEBTS

The following secured debts are included within creditors

	30.9.13	30 9 12
		as restated
	£	£
Bank overdrafts	<u>6,116</u>	10,538

The company issued an all monies debenture dated 22nd September 1994, in favour of the Bank of Scotland, over all of the assets of the company

# Notes to the Financial Statements - continued for the Year Ended 30 September 2013

### 15 CALLED UP SHARE CAPITAL

	Allotted, issued and fully paid Number Class			Nominal value	value	
	220,844	Ordinary Shares		£1	£ 220,844	£ 220,844
16	RESERVES		Profit and loss account £	Share premium £	Capital redemption reserve	Totals £
	At 1 October 2 Prior year adju	: <del>-</del>	1,031,147 <u>(47,450</u> )	51,800	245,085	1,328,032 (47,450)
	Profit for the y Dividends	<i>r</i> ear	983,697 109,335 (10,000)			1,280,582 109,335 (10,000)
	At 30 Septem	ber 2013	1,083,032	51,800	245,085	1,379,917

### 17 PENSION COMMITMENTS

The company operates a defined contribution pension scheme for all employees The charge for the year was £66,021 (2012 - £nil)

### 18 DIRECTORS' ADVANCES, CREDITS AND GUARANTEES

The following advances and credits to directors subsisted during the years ended 30 September 2013 and 30 September 2012

	30.9.13	30 9 12 as restated
	£	£
Mrs D A Bostock		
Balance outstanding at start of year	36,126	29,904
Amounts advanced	-	6,222
Amounts repaid	-	-
Balance outstanding at end of year	<u>36,126</u>	36,126
S Maydew		
Balance outstanding at start of year	4,900	4,781
Amounts advanced	•	119
Amounts repaid	•	-
Balance outstanding at end of year	<u>4,900</u>	<u>4,900</u>

## Notes to the Financial Statements - continued for the Year Ended 30 September 2013

### 18 DIRECTORS' ADVANCES, CREDITS AND GUARANTEES - continued

Mrs J Wiseman		
Balance outstanding at start of year	5,100	4,426
Amounts advanced	-	674
Amounts repaid	•	-
Balance outstanding at end of year	<u>5,100</u>	5,100
- · · · · · · · · · · · · · · · · · · ·		

No interest is paid on the above loans and all loans are repayable in full on demand

### 19 RELATED PARTY DISCLOSURES

During the year, total dividends of £9,172 were paid to the directors

Directors Share Options	Number of ordinary shares	Cost of option	Exercise Price	Dates Exercisable
Enterprise Management Incentive Scheme				
J Wiseman As at 1st October 2012 and 30th September 2013	6,000	กเโ	£8 24	On sale or float
S Maydew As at 1st October 2012 and 30th September 2013	2,250	nıl	£8 24	On sale or float

### J P Bostock

Director and shareholder

During the preceding year, the company sold its investment in its dormant subsidiary People Matters Network Limited, to JP Bostock, for £2

#### **BMG Systems Limited**

A company owned by J Bostock

During the year under review, the company was charged £nil (2012 £13,237) for services supplied by BMG Systems Limited and made recharges of costs of £nil (2012 £702) to BMG Services Limited

### **People Matters Network Limited**

A company owned by J Bostock

During the year under review, the company was charged £nil (2012 £2,730) for services supplied by People Matters Network Limited

# Notes to the Financial Statements - continued for the Year Ended 30 September 2013

## 20 RECONCILIATION OF MOVEMENTS IN SHAREHOLDERS' FUNDS

	30.9.13	30 9 12 as restated
	£	£
Profit for the financial year	109,335	12,351
Dividends	(10,000)	
	99,335	12,351
Nominal value of shares redeemed	<del></del>	(1,048)
Net addition to shareholders' funds Opening shareholders' funds (originally £1,548,876 before	99,335	11,303
prior year adjustment of £(47,450))	1,501,426	1,490,123
Closing shareholders' funds	1,600,761	1,501,426