

**Strategic Report, Report of the Directors and  
Financial Statements  
for the Year Ended 30 September 2015  
for  
Bostock Marketing Group Limited**

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**Bostock Marketing Group Limited**

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for the Year Ended 30 September 2015**

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**Bostock Marketing Group Limited**  
**Company Information**  
**for the Year Ended 30 September 2015**

**DIRECTORS:**

Mrs D A Bostock  
Mrs J Wiseman  
S Maydew  
J P Bostock

**REGISTERED OFFICE:**

Beech House  
1A Greenfield Crescent  
Edgbaston  
Birmingham  
West Midlands  
B15 3BE

**REGISTERED NUMBER:**

02841970 (England and Wales)

**SENIOR STATUTORY AUDITOR:** Katrina Williams

**AUDITORS:**

Locke Williams Associates LLP  
Chartered Accountants  
Registered Auditors  
Blackthorn House  
St Pauls Square  
Birmingham  
West Midlands  
B3 1RL

**Bostock Marketing Group Limited**  
**Strategic Report**  
**for the Year Ended 30 September 2015**

The directors present their strategic report for the year ended 30 September 2015.

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 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.

**REVIEW OF BUSINESS**

The 2014 - 2015 financial year saw BMG's long awaited move in to our newly refurbished offices in Edgbaston. This is an historic milestone for the Company which has brought with it numerous and significant benefits. We were able to update and reconfigure our IT systems to deliver greater efficiency across all aspects of our operations and offer much better facilities to our staff. The move has proven to be a huge success and a sound investment for the business, enabling greater productivity, efficiency and business security.

The year has been positive in terms of business conditions, meaning that we have been able to make the significant investment required in our buildings and infrastructure with only partial funding from third parties. Our total revenue for the year was slightly higher than expected and positively our gross margin also delivered to expectation, generating the funds needed to part finance the office refurbishment (hence overall profitability was not as high as might have been expected). Looking forward we continue to plan with cautious optimism and anticipate that 2015 -2016 will be another successful year for the business. We started the year with a buoyant forward order book and a positive outlook with regard to growing our online work and product offer in the political research space. As such, we will continue to invest in state of the art technologies to drive our efficiency, competitiveness in the market place and diversification in to new areas of business.

**PRINCIPAL RISKS AND UNCERTAINTIES**

Given the high number of public sector organisations in our client base, it is not surprising that general elections can bring a period of uncertainty to our trading pattern. However, the 2015 election caused only moderate disruption to our operations and we remained busy through this period. Looking ahead, the elections in May 2016 and EU Referendum in June 2016 will obviously bring some risk and uncertainty to the business and indeed to our clients, which we will navigate and mitigate during the spring of 2016.

**ON BEHALF OF THE BOARD:**

Mrs D A Bostock - Director

20 May 2016

## **Bostock Marketing Group Limited**

### **Report of the Directors for the Year Ended 30 September 2015**

The directors present their report with the financial statements of the company for the year ended 30 September 2015.

#### **DIVIDENDS**

No dividends will be distributed for the year ended 30 September 2015.

#### **FUTURE DEVELOPMENTS**

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

#### **DIRECTORS**

The directors set out in the table below have held office during the whole of the period from 1 October 2014 to the date of this report.

The beneficial interests of the directors holding office at 30 September 2015 in the shares of the company, according to the register of directors' interests, were as follows:

	30.9.15	1.10.14
<b>Ordinary Shares shares of £1 each</b>		
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.

#### **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.

**Bostock Marketing Group Limited**

**Report of the Directors  
for the Year Ended 30 September 2015**

**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.

**ON BEHALF OF THE BOARD:**

A handwritten signature in black ink, appearing to be 'D A Bostock', written in a cursive style.

Mrs D A Bostock - Director

20 May 2016

Locke Williams Associates LLP  
 Blackthorn House, St Pauls Square Birmingham B3 1RL  
 T: 0121 262 3980 F: 0121 262 3981  
 E: [info@lockewilliams.com](mailto:info@lockewilliams.com) W: [www.lockewilliams.com](http://www.lockewilliams.com)

### **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 2015 on pages seven to nineteen. 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 Strategic Report and the Report of the Directors to identify material inconsistencies with the audited financial statements and to identify any information that is apparently materially incorrect based on, or materially inconsistent with, the knowledge acquired by us in the course of performing the audit. If we become aware of any apparent material misstatements or inconsistencies we consider the implications for our report.



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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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### 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 2015 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 Strategic Report and 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.

*Katrina 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

20 May 2016



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**Bostock Marketing Group Limited**

**Profit and Loss Account  
for the Year Ended 30 September 2015**

	Notes	30.9.15 £	30.9.14 £
<b>TURNOVER</b>		<b>6,894,028</b>	<b>5,542,540</b>
Cost of sales		<u>3,429,117</u>	<u>2,550,905</u>
<b>GROSS PROFIT</b>		<b>3,464,911</b>	<b>2,991,635</b>
Administrative expenses		<u>3,386,963</u>	<u>2,982,361</u>
		<b>77,948</b>	<b>9,274</b>
Other operating income		<u>-</u>	<u>723</u>
<b>OPERATING PROFIT</b>	<b>3</b>	<b>77,948</b>	<b>9,997</b>
Interest receivable and similar income		<u>1,489</u>	<u>2,942</u>
		<b>79,437</b>	<b>12,939</b>
Interest payable and similar charges	<b>4</b>	<u>34,794</u>	<u>-</u>
<b>PROFIT ON ORDINARY ACTIVITIES BEFORE TAXATION</b>		<b>44,643</b>	<b>12,939</b>
Tax on profit on ordinary activities	<b>5</b>	<u>-</u>	<u>-</u>
<b>PROFIT FOR THE FINANCIAL YEAR</b>		<u><b>44,643</b></u>	<u><b>12,939</b></u>

**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.

The notes form part of these financial statements

**Balance Sheet**  
**30 September 2015**

	Notes	30.9.15 £	£	30.9.14 £	£
<b>FIXED ASSETS</b>					
Tangible assets	7		1,490,198		142,555
Investments	8		<u>3</u>		<u>3</u>
			1,490,201		142,558
<b>CURRENT ASSETS</b>					
Debtors	9	1,844,901		1,711,984	
Cash at bank and in hand		<u>802,748</u>		<u>811,472</u>	
		2,647,649		2,523,456	
<b>CREDITORS</b>					
Amounts falling due within one year	10	<u>1,583,689</u>		<u>1,064,900</u>	
<b>NET CURRENT ASSETS</b>			<u>1,063,960</u>		<u>1,458,556</u>
<b>TOTAL ASSETS LESS CURRENT LIABILITIES</b>			2,554,161		1,601,114
<b>CREDITORS</b>					
Amounts falling due after more than one year	11		<u>908,406</u>		<u>2</u>
<b>NET ASSETS</b>			<u>1,645,755</u>		<u>1,601,112</u>
<b>CAPITAL AND RESERVES</b>					
Called up share capital	15		219,594		219,594
Share premium	16		51,800		51,800
Capital redemption reserve	16		246,335		246,335
Profit and loss account	16		<u>1,128,026</u>		<u>1,083,383</u>
<b>SHAREHOLDERS' FUNDS</b>	20		<u>1,645,755</u>		<u>1,601,112</u>

The financial statements were approved by the Board of Directors on 20 May 2016 and were signed on its behalf by:



Mrs D A Bostock - Director

**Bostock Marketing Group Limited**

**Cash Flow Statement  
for the Year Ended 30 September 2015**

	Notes	30.9.15		30.9.14	
		£	£	£	£
<b>Net cash inflow/(outflow) from operating activities</b>	1		481,968		(69,767)
<b>Returns on investments and servicing of finance</b>	2		(33,305)		2,942
<b>Taxation</b>			(435)		(709)
<b>Capital expenditure and financial investment</b>	2		(1,199,676)		(80,932)
<b>Equity dividends paid</b>			<u>-</u>		<u>(10,000)</u>
			(751,448)		(158,466)
<b>Financing</b>	2		<u>740,644</u>		<u>(4,328)</u>
<b>Decrease in cash in the period</b>			<u>(10,804)</u>		<u>(162,794)</u>
<hr/>					
<b>Reconciliation of net cash flow to movement in net funds</b>	3				
Decrease in cash in the period		(10,804)		(162,794)	
Cash inflow from increase in debt and lease financing		<u>(990,644)</u>		<u>-</u>	
Change in net funds resulting from cash flows			<u>(1,001,448)</u>		<u>(162,794)</u>
<b>Movement in net funds in the period</b>			(1,001,448)		(162,794)
<b>Net funds at 1 October</b>			<u>811,472</u>		<u>974,266</u>
<b>Net (debt)/funds at 30 September</b>			<u>(189,976)</u>		<u>811,472</u>

The notes form part of these financial statements

**Bostock Marketing Group Limited**

**Notes to the Cash Flow Statement  
for the Year Ended 30 September 2015**

**1. RECONCILIATION OF OPERATING PROFIT TO NET CASH INFLOW/(OUTFLOW) FROM OPERATING ACTIVITIES**

	<b>30.9.15</b>	<b>30.9.14</b>
	<b>£</b>	<b>£</b>
Operating profit	77,948	9,997
Depreciation charges	93,941	73,897
Loss on disposal of fixed assets	8,092	-
Increase in debtors	(132,482)	(317,958)
Increase in creditors	<u>434,469</u>	<u>164,297</u>
<b>Net cash inflow/(outflow) from operating activities</b>	<b><u>481,968</u></b>	<b><u>(69,767)</u></b>

**2. ANALYSIS OF CASH FLOWS FOR HEADINGS NETTED IN THE CASH FLOW STATEMENT**

	<b>30.9.15</b>	<b>30.9.14</b>
	<b>£</b>	<b>£</b>
<b>Returns on investments and servicing of finance</b>		
Interest received	1,489	2,942
Interest paid	(19,820)	-
Interest element of finance lease payments	<u>(14,974)</u>	<u>-</u>
<b>Net cash (outflow)/inflow for returns on investments and servicing of finance</b>	<b><u>(33,305)</u></b>	<b><u>2,942</u></b>
 <b>Capital expenditure and financial investment</b>		
Purchase of tangible fixed assets	(1,449,676)	(80,932)
Purchase of fixed asset investments	<u>250,000</u>	<u>-</u>
<b>Net cash outflow for capital expenditure and financial investment</b>	<b><u>(1,199,676)</u></b>	<b><u>(80,932)</u></b>
 <b>Financing</b>		
New loans in year	790,000	-
Loan repayments in year	(26,391)	-
Capital repayments in year	(22,965)	-
Amount withdrawn by directors	-	(1,740)
Own shares acquired	<u>-</u>	<u>(2,588)</u>
<b>Net cash inflow/(outflow) from financing</b>	<b><u>740,644</u></b>	<b><u>(4,328)</u></b>

The notes form part of these financial statements

**Bostock Marketing Group Limited**

**Notes to the Cash Flow Statement  
for the Year Ended 30 September 2015**

**3. ANALYSIS OF CHANGES IN NET FUNDS**

	At 1.10.14 £	Cash flow £	At 30.9.15 £
Net cash:			
Cash at bank and in hand	811,472	(8,724)	802,748
Bank overdraft	<u>-</u>	<u>(2,080)</u>	<u>(2,080)</u>
	<u>811,472</u>	<u>(10,804)</u>	<u>800,668</u>
Debt:			
Finance leases	-	(227,035)	(227,035)
Debts falling due within one year	-	(40,903)	(40,903)
Debts falling due after one year	<u>-</u>	<u>(722,706)</u>	<u>(722,706)</u>
	<u>-</u>	<u>(990,644)</u>	<u>(990,644)</u>
Total	<u>811,472</u>	<u>(1,001,448)</u>	<u>(189,976)</u>

The notes form part of these financial statements

**Notes to the Financial Statements  
for the Year Ended 30 September 2015**

**1. 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**

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 or, if held under a finance lease, over the lease term, whichever is the shorter.

Long leasehold	- over the unexpired portion of the lease
Fixtures and fittings	- 20% on cost, 10% on cost and 5% on cost
Computer equipment	- 33% on cost

With effect from 1 May 2015, the company revised its depreciation policy for new fixtures and fittings acquired, to amortise them over either 20 or 10 years as appropriate to the asset.

Depreciation commences on assets when they are brought into use.

**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.

**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**

Assets obtained under hire purchase contracts or finance leases are capitalised in the balance sheet. Those held under hire purchase contracts are depreciated over their estimated useful lives. Those held under finance leases are depreciated over their estimated useful lives or the lease term, whichever is the shorter.

The interest element of these obligations is charged to the profit and loss account over the relevant period. The capital element of the future payments is treated as a liability.

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 three defined contribution pension schemes. Contributions payable to the company's pension schemes are charged to the profit and loss account in the period to which they relate.

**Bostock Marketing Group Limited**

**Notes to the Financial Statements - continued  
for the Year Ended 30 September 2015**

**1. ACCOUNTING POLICIES - continued**

**Revenue recognition**

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

**2. STAFF COSTS**

	<b>30.9.15</b>	30.9.14
	£	£
Wages and salaries	<b>4,224,430</b>	3,429,177
Social security costs	<b>301,985</b>	268,698
Other pension costs	<b>90,255</b>	72,294
	<u><b>4,616,670</b></u>	<u>3,770,169</u>

The average monthly number of employees during the year was as follows:

	<b>30.9.15</b>	30.9.14
Operations	<b>269</b>	174
Research	<b>22</b>	21
Management and Administration	<b>17</b>	18
	<u><b>308</b></u>	<u>213</u>

**3. OPERATING PROFIT**

The operating profit is stated after charging:

	<b>30.9.15</b>	30.9.14
	£	£
Other operating leases	<b>53,993</b>	92,028
Depreciation - owned assets	<b>93,941</b>	73,897
Loss on disposal of fixed assets	<b>8,092</b>	-
Auditors' remuneration	<b>8,134</b>	6,504
	<u><b>163,160</b></u>	<u>172,429</u>
Directors' remuneration	<b>377,132</b>	386,702
Directors' pension contributions to money purchase schemes	<b>16,389</b>	-
	<u><b>393,521</b></u>	<u>386,702</u>

The number of directors to whom retirement benefits were accruing was as follows:

Money purchase schemes	<u><b>3</b></u>	<u>3</u>
------------------------	-----------------	----------

Information regarding the highest paid director is as follows:

	<b>30.9.15</b>	30.9.14
	£	£
Emoluments etc	<b>158,765</b>	160,330
Pension contributions to money purchase schemes	<b>6,851</b>	-
	<u><b>165,616</b></u>	<u>160,330</u>

Notes to the Financial Statements - continued  
for the Year Ended 30 September 2015

4. INTEREST PAYABLE AND SIMILAR CHARGES

	30.9.15	30.9.14
	£	£
Bank interest	95	-
Bank loan interest	19,725	-
Leasing	<u>14,974</u>	<u>-</u>
	<u>34,794</u>	<u>-</u>

5. TAXATION

**Analysis of the tax charge**

No liability to UK corporation tax arose on ordinary activities for the year ended 30 September 2015 nor for the year ended 30 September 2014.

**Factors affecting the 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:

	30.9.15	30.9.14
	£	£
Profit on ordinary activities before tax	<u>44,643</u>	<u>12,939</u>
Profit on ordinary activities multiplied by the standard rate of corporation tax in the UK of 20% (2014 - 20%)	8,929	2,588
Effects of:		
Expenses not deductible for tax purposes	-	2,258
Capital allowances in excess of depreciation	<u>(8,929)</u>	<u>(4,846)</u>
Current tax charge	<u>-</u>	<u>-</u>

**Factors that may affect future tax charges**

The company has tax losses carried forward at 30 September 2015 of £302,575.

6. DIVIDENDS

	30.9.15	30.9.14
	£	£
Ordinary Shares shares of £1 each		
Interim	<u>-</u>	<u>10,000</u>



**Bostock Marketing Group Limited**

**Notes to the Financial Statements - continued  
for the Year Ended 30 September 2015**

**7. TANGIBLE FIXED ASSETS**

	<b>Long leasehold £</b>	<b>Fixtures and fittings £</b>	<b>Computer equipment £</b>	<b>Totals £</b>
<b>COST</b>				
At 1 October 2014	-	117,557	298,312	415,869
Additions	1,126,332	208,500	114,844	1,449,676
Disposals	-	(100,434)	(34,762)	(135,196)
At 30 September 2015	<u>1,126,332</u>	<u>225,623</u>	<u>378,394</u>	<u>1,730,349</u>
<b>DEPRECIATION</b>				
At 1 October 2014	-	94,101	179,213	273,314
Charge for year	3,590	11,603	78,748	93,941
Eliminated on disposal	-	(93,525)	(33,579)	(127,104)
At 30 September 2015	<u>3,590</u>	<u>12,179</u>	<u>224,382</u>	<u>240,151</u>
<b>NET BOOK VALUE</b>				
At 30 September 2015	<u>1,122,742</u>	<u>213,444</u>	<u>154,012</u>	<u>1,490,198</u>
At 30 September 2014	<u>-</u>	<u>23,456</u>	<u>119,099</u>	<u>142,555</u>

Fixed assets, included in the above, which are held under finance leases are as follows:

	<b>Long leasehold £</b>	<b>Fixtures and fittings £</b>	<b>Computer equipment £</b>	<b>Totals £</b>
<b>COST</b>				
Additions	<u>155,107</u>	<u>72,440</u>	<u>22,453</u>	<u>250,000</u>
At 30 September 2015	<u>155,107</u>	<u>72,440</u>	<u>22,453</u>	<u>250,000</u>
<b>NET BOOK VALUE</b>				
At 30 September 2015	<u>155,107</u>	<u>72,440</u>	<u>22,453</u>	<u>250,000</u>

**8. FIXED ASSET INVESTMENTS**

	<b>Shares in group undertakings £</b>
<b>COST</b>	
At 1 October 2014 and 30 September 2015	<u>3</u>
<b>NET BOOK VALUE</b>	
At 30 September 2015	<u>3</u>
At 30 September 2014	<u>3</u>

**Bostock Marketing Group Limited**

**Notes to the Financial Statements - continued  
for the Year Ended 30 September 2015**

**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:	holding		
Ordinary shares	100.00		
		<b>30.9.15</b>	<b>30.9.14</b>
		£	£
Aggregate capital and reserves		<u><u>2</u></u>	<u><u>2</u></u>

**BMG Research Limited**

Nature of business: Dormant

	%		
Class of shares:	holding		
Ordinary	100.00		
		<b>30.9.15</b>	<b>30.9.14</b>
		£	£
Aggregate capital and reserves		<u><u>1</u></u>	<u><u>1</u></u>

**9. DEBTORS**

	<b>30.9.15</b>	<b>30.9.14</b>
	£	£
Amounts falling due within one year:		
Trade debtors	559,690	723,059
Amounts recoverable on contracts	1,079,736	753,340
Other debtors	-	158
Directors' current accounts	47,866	47,866
Other debtors & prepayments	<u>146,122</u>	<u>176,509</u>
	<u><u>1,833,414</u></u>	<u><u>1,700,932</u></u>
 Amounts falling due after more than one year:		
Tax	<u>11,487</u>	<u>11,052</u>
 Aggregate amounts	<u><u>1,844,901</u></u>	<u><u>1,711,984</u></u>

**10. CREDITORS: AMOUNTS FALLING DUE WITHIN ONE YEAR**

	<b>30.9.15</b>	<b>30.9.14</b>
	£	£
Bank loans and overdrafts (see note 12)	42,983	-
Finance leases (see note 13)	41,337	-
Trade creditors	770,617	522,125
Tax	47,450	47,450
Social security and other taxes	116,342	93,420
VAT	238,903	143,330
Other creditors	214,511	121,258
Accruals and deferred income	<u>111,546</u>	<u>137,317</u>
	<u><u>1,583,689</u></u>	<u><u>1,064,900</u></u>

**Bostock Marketing Group Limited**

**Notes to the Financial Statements - continued  
for the Year Ended 30 September 2015**

**11. CREDITORS: AMOUNTS FALLING DUE AFTER MORE THAN ONE YEAR**

	30.9.15	30.9.14
	£	£
Bank loans (see note 12)	722,706	-
Finance leases (see note 13)	185,698	-
Amounts owed to group undertakings	<u>2</u>	<u>2</u>
	<u><b>908,406</b></u>	<u><b>2</b></u>

**12. LOANS**

An analysis of the maturity of loans is given below:

	30.9.15	30.9.14
	£	£
Amounts falling due within one year or on demand:		
Bank overdrafts	2,080	-
Bank loans	<u>40,903</u>	<u>-</u>
	<u><b>42,983</b></u>	<u><b>-</b></u>

Amounts falling due between two and five years:

Bank loans falling due in two to five years	<u><b>179,894</b></u>	<u><b>-</b></u>
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Amounts falling due in more than five years:

Repayable by instalments		
Bank loans falling due after five years - payable in instalments	<u><b>542,812</b></u>	<u><b>-</b></u>

**13. OBLIGATIONS UNDER LEASING AGREEMENTS**

	<b>Finance leases</b>	
	30.9.15	30.9.14
	£	£
Net obligations repayable:		
Within one year	41,337	-
Between one and five years	<u>185,698</u>	<u>-</u>
	<u><b>227,035</b></u>	<u><b>-</b></u>

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

	<b>Land and buildings</b>		<b>Other operating leases</b>	
	30.9.15	30.9.14	30.9.15	30.9.14
	£	£	£	£
Expiring:				
Within one year	-	65,905	5,183	30,512
Between one and five years	<u>-</u>	<u>-</u>	<u>55,672</u>	<u>9,543</u>
	<u><b>-</b></u>	<u><b>65,905</b></u>	<u><b>60,855</b></u>	<u><b>40,055</b></u>

**Bostock Marketing Group Limited**

**Notes to the Financial Statements - continued  
for the Year Ended 30 September 2015**

**14. SECURED DEBTS**

The following secured debts are included within creditors:

	<b>30.9.15</b>	<b>30.9.14</b>
	<b>£</b>	<b>£</b>
Bank overdraft	<b>2,080</b>	-
Bank loans	<b>763,609</b>	-
Finance leases	<b><u>227,035</u></b>	<u>-</u>
	<b><u>992,724</u></b>	<u>-</u>

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.

The company issued a charge over its premises at 1 a & 1 b Greenfield Crescent, Edgbaston, Birmingham, in favour of the Bank of Scotland.

Hire purchase liabilities are secured on the assets acquired.

**15. CALLED UP SHARE CAPITAL**

Allotted, issued and fully paid:

Number:	Class:	Nominal value:	<b>30.9.15</b>	<b>30.9.14</b>
			<b>£</b>	<b>£</b>
219,594	Ordinary Shares	£1	<b><u>219,594</u></b>	<u>219,594</u>

**16. RESERVES**

	<b>Profit and loss account</b>	<b>Share premium</b>	<b>Capital redemption reserve</b>	<b>Totals</b>
	<b>£</b>	<b>£</b>	<b>£</b>	<b>£</b>
At 1 October 2014	<b>1,083,383</b>	<b>51,800</b>	<b>246,335</b>	<b>1,381,518</b>
Profit for the year	<b><u>44,643</u></b>			<u>44,643</u>
At 30 September 2015	<b><u>1,128,026</u></b>	<b><u>51,800</u></b>	<b><u>246,335</u></b>	<b><u>1,426,161</u></b>

**17. PENSION COMMITMENTS**

The company operates three defined contribution pension schemes for all employees. The charge for the year was £90,254 (2014 - £72,294).

**18. DIRECTORS' ADVANCES, CREDITS AND GUARANTEES**

The following advances and credits to directors subsisted during the years ended 30 September 2015 and 30 September 2014:

	<b>30.9.15</b>	<b>30.9.14</b>
	<b>£</b>	<b>£</b>
<b>Mrs D A Bostock</b>		
Balance outstanding at start of year	<b>36,126</b>	36,126
Amounts repaid	-	-
Balance outstanding at end of year	<b><u>36,126</u></b>	<u>36,126</u>

**Bostock Marketing Group Limited**

**Notes to the Financial Statements - continued  
for the Year Ended 30 September 2015**

**18. DIRECTORS' ADVANCES, CREDITS AND GUARANTEES - continued**

**S Maydew**

Balance outstanding at start of year	<b>4,900</b>	4,900
Amounts repaid	-	-
Balance outstanding at end of year	<u><b>4,900</b></u>	<u><b>4,900</b></u>

**Mrs J Wiseman**

Balance outstanding at start of year	<b>6,840</b>	5,100
Amounts advanced	-	1,740
Amounts repaid	-	-
Balance outstanding at end of year	<u><b>6,840</b></u>	<u><b>6,840</b></u>

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

**19. RELATED PARTY DISCLOSURES**

**Directors Share Options**

	<b>Number of ordinary shares</b>	<b>Cost of option</b>	<b>Exercise Price</b>	<b>Dates Exercisable</b>
<b>Enterprise Management Incentive Scheme</b>				
<b>J Wiseman</b>				
As at 1 October 2014 and 30 September 2015	6,000	nil	£8.24	On sale or float
<b>S Maydew</b>				
As at 1 October 2014 and 30 September 2015	2,250	nil	£8.24	On sale or float

**20. RECONCILIATION OF MOVEMENTS IN SHAREHOLDERS' FUNDS**

	<b>30.9.15</b>	<b>30.9.14</b>
	<b>£</b>	<b>£</b>
Profit for the financial year	<b>44,643</b>	12,939
Dividends	-	(10,000)
Payments to acquire own shares	<u>-</u>	<u>(2,588)</u>
<b>Net addition to shareholders' funds</b>	<b>44,643</b>	351
Opening shareholders' funds	<u><b>1,601,112</b></u>	<u><b>1,600,761</b></u>
<b>Closing shareholders' funds</b>	<u><b>1,645,755</b></u>	<u><b>1,601,112</b></u>