

DHL Trade Fairs and Events (UK) Limited
Financial Statements
31 December 2018



DAW WHITE MURRALL

Chartered accountants & statutory auditor
1 George Street
Snow Hill
Wolverhampton
WV2 4DG

DHL Trade Fairs and Events (UK) Limited

Financial Statements

Year ended 31 December 2018

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DHL Trade Fairs and Events (UK) Limited

Directors' Report

Year ended 31 December 2018

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

Directors

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

V Scrudato
H Froehling
V I Cameron
M Gagna

Directors' responsibilities statement

The directors are responsible for preparing the 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.

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.

Small company provisions

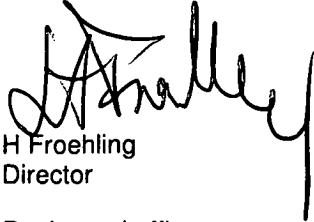
This report has been prepared in accordance with the provisions applicable to companies entitled to the small companies exemption.

DHL Trade Fairs and Events (UK) Limited

Directors' Report *(continued)*

Year ended 31 December 2018

This report was approved by the board of directors on 19 March 2019 and signed on behalf of the board by:



H Froehling
Director

Registered office:
Eastworth House
Eastworth Road
Chertsey
Surrey
England
KT16 8SH

DHL Trade Fairs and Events (UK) Limited

Independent Auditor's Report to the Members of DHL Trade Fairs and Events (UK) Limited

Year ended 31 December 2018

Opinion

We have audited the financial statements of DHL Trade Fairs and Events (UK) Limited (the 'company') for the year ended 31 December 2018 which comprise the statement of income and retained earnings, statement of financial position 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 December 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.

DHL Trade Fairs and Events (UK) Limited

Independent Auditor's Report to the Members of DHL Trade Fairs and Events (UK) Limited *(continued)*

Year ended 31 December 2018

Other information

The other information comprises the information included in the annual report, other than the financial statements and our auditor's report thereon. The directors are responsible for the other information. 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 directors' report for the financial year for which the financial statements are prepared is consistent with the financial statements; and
- the directors' report has 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 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; or
- the directors were not entitled to prepare the financial statements in accordance with the small companies regime and take advantage of the small companies' exemptions in preparing the directors' report and from the requirement to prepare a strategic report.

DHL Trade Fairs and Events (UK) Limited

Independent Auditor's Report to the Members of DHL Trade Fairs and Events (UK) Limited *(continued)*

Year ended 31 December 2018

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.

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.

As part of an audit in accordance with ISAs (UK), we exercise professional judgment and maintain professional scepticism throughout the audit. We also:

- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the internal control.
- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by the directors.
- Conclude on the appropriateness of the directors' use of the going concern basis of accounting and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the company's ability to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditor's report to the related disclosures in the financial statements or, if such disclosures are inadequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up to the date of our auditor's report. However, future events or conditions may cause the company to cease to continue as a going concern.
- Evaluate the overall presentation, structure and content of the financial statements, including the disclosures, and whether the financial statements represent the underlying transactions and events in a manner that achieves fair presentation.

DHL Trade Fairs and Events (UK) Limited

Independent Auditor's Report to the Members of DHL Trade Fairs and Events (UK) Limited *(continued)*

Year ended 31 December 2018

We communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit and significant audit findings, including any significant deficiencies in internal control that we identify during our audit.

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.



Ian Gregory (Senior Statutory Auditor)

For and on behalf of
Daw White Murrall
Chartered accountants & statutory auditor
1 George Street
Snow Hill
Wolverhampton
WV2 4DG

19 March 2019

DHL Trade Fairs and Events (UK) Limited

Statement of Income and Retained Earnings

Year ended 31 December 2018

	Note	2018 £	2017 £
Turnover		2,278,151	2,107,292
Cost of sales		<u>1,281,023</u>	<u>1,263,356</u>
Gross profit		997,128	843,936
Administrative expenses		<u>631,884</u>	<u>531,674</u>
Operating profit		365,244	312,262
Other interest receivable and similar income		—	113
Profit before taxation	5	<u>365,244</u>	<u>312,375</u>
Tax on profit		<u>69,374</u>	<u>60,732</u>
Profit for the financial year and total comprehensive income		<u>295,870</u>	<u>251,643</u>
Dividends paid and payable		(230,000)	(250,000)
Retained earnings at the start of the year		487,910	486,267
Retained earnings at the end of the year		<u>553,780</u>	<u>487,910</u>

All the activities of the company are from continuing operations.

The notes on pages 9 to 12 form part of these financial statements.

DHL Trade Fairs and Events (UK) Limited


Statement of Financial Position

31 December 2018

	Note	2018 £	2017 £
Fixed assets			
Tangible assets	6	36,336	35,652
Current assets			
Debtors	7	86,275	123,080
Cash at bank and in hand		832,033	706,114
		<u>918,308</u>	<u>829,194</u>
Creditors: amounts falling due within one year	8	<u>400,764</u>	<u>376,836</u>
Net current assets		<u>517,544</u>	<u>452,358</u>
Total assets less current liabilities		<u>553,880</u>	<u>488,010</u>
Net assets		<u>553,880</u>	<u>488,010</u>
Capital and reserves			
Called up share capital		100	100
Profit and loss account		553,780	487,910
Shareholders funds		<u>553,880</u>	<u>488,010</u>

These financial statements have been prepared in accordance with the provisions applicable to companies subject to the small companies' regime and in accordance with FRS 102 'The Financial Reporting Standard applicable in the UK and Republic of Ireland'.

These financial statements were approved by the board of directors and authorised for issue on 19 March 2019, and are signed on behalf of the board by:



H. Froehling
Director

Company registration number: 03304685

The notes on pages 9 to 12 form part of these financial statements.

DHL Trade Fairs and Events (UK) Limited

Notes to the Financial Statements

Year ended 31 December 2018

1. General information

The company is a private company limited by shares, registered in England and Wales. The address of the registered office is Eastworth House, Eastworth Road, Chertsey, Surrey, KT16 8SH, England.

2. Statement of compliance

These financial statements have been prepared in compliance with Section 1A of 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, as modified by the revaluation of certain financial assets and liabilities and investment properties measured at fair value through profit or loss.

The financial statements are prepared in sterling, which is the functional currency of the entity.

Judgements and key sources of estimation uncertainty

The preparation of the financial statements requires management to make judgements, estimates and assumptions that affect the amounts reported. These estimates and judgements are continually reviewed and are based on experience and other factors, including expectations of future events that are believed to be reasonable under the circumstances.

Revenue recognition

Turnover is measured at the fair value of the consideration received or receivable for goods supplied and services rendered, net of discounts and Value Added Tax.

Revenue from the sale of goods is recognised when the significant risks and rewards of ownership have transferred to the buyer (usually on despatch of the goods); the amount of revenue can be measured reliably; it is probable that the associated economic benefits will flow to the entity; and the costs incurred or to be incurred in respect of the transactions can be measured reliably.

Income tax

The taxation expense represents the aggregate amount of current and deferred tax recognised in the reporting period. Tax is recognised in profit or loss, except to the extent that it relates to items recognised in other comprehensive income or directly in equity. In this case, tax is recognised in other comprehensive income or directly in equity, respectively.

Current tax is recognised on taxable profit for the current and past periods. Current tax is measured at the amounts of tax expected to pay or recover using the tax rates and laws that have been enacted or substantively enacted at the reporting date.

Deferred tax is recognised in respect of all timing differences at the reporting date. Unrelieved tax losses and other deferred tax assets are recognised to the extent that it is probable that they will be recovered against the reversal of deferred tax liabilities or other future taxable profits. Deferred tax is measured using the tax rates and laws that have been enacted or substantively enacted by the reporting date that are expected to apply to the reversal of the timing difference.

DHL Trade Fairs and Events (UK) Limited

Notes to the Financial Statements *(continued)*

Year ended 31 December 2018

3. Accounting policies *(continued)*

Foreign currencies

Foreign currency transactions are initially recorded in the functional currency, by applying the spot exchange rate as at the date of the transaction. Monetary assets and liabilities denominated in foreign currencies are translated at the exchange rate ruling at the reporting date, with any gains or losses being taken to the profit and loss account.

Tangible assets

Tangible assets are initially recorded at cost, and subsequently stated at cost less any accumulated depreciation and impairment losses. Any tangible assets carried at revalued amounts are recorded at the fair value at the date of revaluation less any subsequent accumulated depreciation and subsequent accumulated impairment losses.

An increase in the carrying amount of an asset as a result of a revaluation, is recognised in other comprehensive income and accumulated in equity, except to the extent it reverses a revaluation decrease of the same asset previously recognised in profit or loss. A decrease in the carrying amount of an asset as a result of revaluation, is recognised in other comprehensive income to the extent of any previously recognised revaluation increase accumulated in equity in respect of that asset. Where a revaluation decrease exceeds the accumulated revaluation gains accumulated in equity in respect of that asset, the excess shall be recognised in profit or loss.

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:

Leasehold property	- 10% straight line
Plant and machinery	- 20% straight line
Fixtures and fittings	- 25% straight line
Motor vehicles	- 25% straight line

Financial instruments

Financial liabilities and equity instruments are classified according to the substance of the contractual arrangements entered into. An equity instrument is any contract that evidences a residual interest in the assets of the entity after deducting all of its financial liabilities.

Where the contractual obligations of financial instruments (including share capital) are equivalent to a similar debt instrument, those financial instruments are classed as financial liabilities. Financial liabilities are presented as such in the balance sheet. Finance costs and gains or losses relating to financial liabilities are included in the profit and loss account. Finance costs are calculated so as to produce a constant rate of return on the outstanding liability.

Where the contractual terms of share capital do not have any terms meeting the definition of a financial liability then this is classed as an equity instrument. Dividends and distributions relating to equity instruments are debited direct to equity.

DHL Trade Fairs and Events (UK) Limited

Notes to the Financial Statements *(continued)*

Year ended 31 December 2018

3. Accounting policies *(continued)*

Defined contribution plans

Contributions to defined contribution plans are recognised as an expense in the period in which the related service is provided. Prepaid contributions are recognised as an asset to the extent that the prepayment will lead to a reduction in future payments or a cash refund.

When contributions are not expected to be settled wholly within 12 months of the end of the reporting date in which the employees render the related service, the liability is measured on a discounted present value basis. The unwinding of the discount is recognised as a finance cost in profit or loss in the period in which it arises.

4. Employee numbers

The average number of persons employed by the company during the year amounted to 7 (2017: 7).

5. Profit before taxation

Profit before taxation is stated after charging:

	2018 £	2017 £
Depreciation of tangible assets	<u>3,999</u>	<u>5,790</u>

6. Tangible assets

	Land and buildings £	Plant and machinery £	Fixtures and fittings £	Motor vehicles £	Total £
Cost					
At 1 January 2018	4,381	152,707	21,987	16,265	195,340
Additions	—	2,380	2,303	—	4,683
At 31 December 2018	<u>4,381</u>	<u>155,087</u>	<u>24,290</u>	<u>16,265</u>	<u>200,023</u>
Depreciation					
At 1 January 2018	3,943	119,507	19,973	16,265	159,688
Charge for the year	438	1,409	2,152	—	3,999
At 31 December 2018	<u>4,381</u>	<u>120,916</u>	<u>22,125</u>	<u>16,265</u>	<u>163,687</u>
Carrying amount					
At 31 December 2018	<u>—</u>	<u>34,171</u>	<u>2,165</u>	<u>—</u>	<u>36,336</u>
At 31 December 2017	<u>438</u>	<u>33,200</u>	<u>2,014</u>	<u>—</u>	<u>35,652</u>

7. Debtors

	2018 £	2017 £
Trade debtors	61,177	109,329
Other debtors	<u>25,098</u>	<u>13,751</u>
	<u>86,275</u>	<u>123,080</u>

DHL Trade Fairs and Events (UK) Limited

Notes to the Financial Statements *(continued)*

Year ended 31 December 2018

8. Creditors: amounts falling due within one year

	2018	2017
	£	£
Bank loans and overdrafts	–	9,562
Trade creditors	50,517	40,279
Amounts owed to group undertakings and undertakings in which the company has a participating interest	56,938	13,041
Corporation tax	39,337	36,195
Social security and other taxes	–	11,301
Other creditors	253,972	266,458
	<u>400,764</u>	<u>376,836</u>

9. Financial instruments at fair value

Financial instruments such as trade debtors, cash and trade creditors arise directly from the company's operations.

10. Related party transactions

No transactions with related parties were undertaken such as are required to be disclosed under FRS 102.

11. Controlling party

The company's immediate holding company is DHL Global Forwarding (UK) Limited a company incorporated in England, which itself is ultimately owned by Deutsche Post AG, a company incorporated in Germany.

DHL Trade Fairs and Events (UK) Limited

Management Information

Year ended 31 December 2018

The following pages do not form part of the financial statements.

DHL Trade Fairs and Events (UK) Limited

Detailed Income Statement

Year ended 31 December 2018

	2018 £	2017 £
Turnover	2,278,151	2,107,292
Cost of sales		
Purchases	1,281,023	1,263,356
Gross profit	997,128	843,936
Overheads		
Administrative expenses		
Light and heat	1,733	2,779
Insurance	18,308	20,409
Repairs and maintenance (allowable)	2,646	3,560
Wages and salaries	239,528	211,956
Employers national insurance contributions	39,950	39,160
Staff pension contributions	28,793	27,262
Motor expenses	12,574	9,851
Travel and subsistence	110,082	113,644
Telephone	11,065	9,978
Staff training	3,008	2,614
Staff welfare	4,755	5,156
Computer costs	21,937	21,145
Advertising	550	550
Entertaining	1,935	2,586
Bad debts written off	—	7,909
Operating lease payments - property	55,055	44,429
Operating lease payments - equipment	15,308	11,046
Bank charges	22,092	20,465
Foreign currency gains/losses	(68,046)	(128,780)
Legal and professional fees (allowable)	9,579	5,824
Directors salaries	97,033	94,341
Depreciation of assets	3,999	5,790
	631,884	531,674
Operating profit	365,244	312,262
Other interest receivable and similar income	—	113
Profit before taxation	365,244	312,375

DHL Trade Fairs and Events (UK) Limited

Notes to the Detailed Income Statement

Year ended 31 December 2018

	2018	2017
	£	£
Other interest receivable and similar income		
Interest on cash and cash equivalents	<u>—</u>	<u>113</u>