

**Strategic Report, Report of the Directors and
Financial Statements for the Year Ended 30 September 2013
for
Shopfittings Direct Limited**



Davis Grant Limited
Chartered Certified Accountants and
Statutory Auditors
Treviot House
186-192 High Road
Ilford
Essex
IG1 1LR

Shopfittings Direct Limited (Registered number: 03580800)

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for the Year Ended 30 September 2013**

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Shopfittings Direct Limited
Company Information
for the Year Ended 30 September 2013

DIRECTORS:

D N Brooks
P M Brooks

SECRETARY:

P M Brooks

REGISTERED OFFICE:

Treviot House
186-192 High Road
Ilford
Essex
IG1 1LR

REGISTERED NUMBER:

03580800 (England and Wales)

AUDITORS:

Davis Grant Limited
Chartered Certified Accountants and
Statutory Auditors
Treviot House
186-192 High Road
Ilford
Essex
IG1 1LR

**Strategic Report
for the Year Ended 30 September 2013**

The directors present their strategic report for the year ended 30 September 2013.

REVIEW OF BUSINESS

The directors are pleased with the performance of the company in what proved to be a challenging year. Turnover increased by some 12.1% above the previous year record. Gross margins continued to be under some pressure due to the continued competitive retail environment but also as a result of an increase in trade in our Shopfit department which has structurally lower margins than mannequins or visual merchandising. Overall gross profit margin reduced from 33.9% to 28.6%.

During the year the business invested in some key initiatives designed to support future growth and this resulted in operating expenses increasing by 17%. As a result the business delivered a lower net profit of £1.1m.

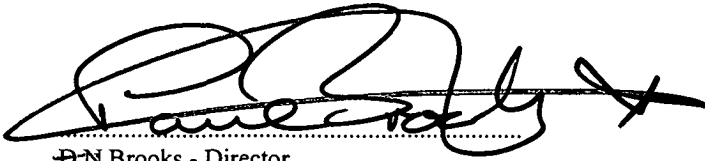
However, the directors believe that the business continues to make good progress and is well placed to deliver continued profitable growth through increasing and developing its large portfolio of blue chip and international retail clients and the range of products and services on offer to them.

The business continues to be well managed with continued low levels of stock and bad debts. Strong sales in the peak trading season of August and September again drove trade debtors higher with corresponding strong cash receipts in the first months of the new financial year.

PRINCIPAL RISKS AND UNCERTAINTIES

We do not perceive there to be any major threats or risks to the business except normal trading and economic conditions.

ON BEHALF OF THE BOARD:



P N Brooks - Director

Date: 30/4/14

Shopfittings Direct Limited (Registered number: 03580800)

**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 providing design, manufacturing and installing visual merchandising and fixtures for the retail industry.

DIVIDENDS

Interim dividends were paid as follows:

Ordinary A £0.10 shares	£364,000
Ordinary B £0.10 shares	£79,802

The directors recommend that no final dividend be paid.

The total distribution of dividends for the year ended 30 September 2013 will be £443,802.

DIRECTORS

The directors shown below have held office during the whole of the period from 1 October 2012 to the date of this report.

D N Brooks

P M Brooks

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.

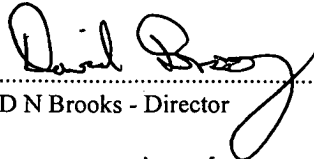
The directors are responsible for keeping adequate accounting records that are sufficient to show and explain the company's transactions and disclose with reasonable accuracy at any time the financial position of the company and enable them to ensure that the financial statements comply with the Companies 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.

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

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 ought to have taken as a director in order to make himself aware of any relevant audit information and to establish that the company's auditors are aware of that information.

ON BEHALF OF THE BOARD:



D N Brooks - Director

Date: 30/4/14

Report of the Independent Auditors to the Members of Shopfittings Direct Limited

We have audited the financial statements of Shopfittings Direct Limited for the year ended 30 September 2013 on pages seven to twenty one. 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.

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 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.

**Report of the Independent Auditors to the Members of
Shopfittings Direct Limited**

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.

Davis Grant Ltd

Barry Chernoff FCCA (Senior Statutory Auditor)
for and on behalf of Davis Grant Limited
Chartered Certified Accountants and
Statutory Auditors
Treviot House
186-192 High Road
Ilford
Essex
IG1 1LR

Date: *23rd May 2014*

Shopfittings Direct Limited (Registered number: 03580800)

**Profit and Loss Account
for the Year Ended 30 September 2013**

	Notes	2013		2012	
		£	£	£	£
TURNOVER	2		21,714,228		19,361,878
Cost of sales			15,506,955		12,805,854
GROSS PROFIT			<u>6,207,273</u>		<u>6,556,024</u>
Administrative expenses			5,282,029		4,501,192
OPERATING PROFIT	4		925,244		2,054,832
Income from shares in group undertakings		64,305		-	
Income from fixed asset investments		51,715		65,933	
Interest receivable and similar income		25,227		9,293	
			<u>141,247</u>		<u>75,226</u>
			1,066,491		2,130,058
Interest payable and similar charges	5		4,712		158
PROFIT ON ORDINARY ACTIVITIES BEFORE TAXATION			1,061,779		2,129,900
Tax on profit on ordinary activities	6		273,879		533,857
PROFIT FOR THE FINANCIAL YEAR			<u><u>787,900</u></u>		<u><u>1,596,043</u></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

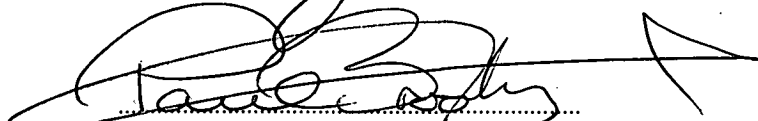
Shopfittings Direct Limited (Registered number: 03580800)

Balance Sheet
30 September 2013

	Notes	2013 £	2012 £
FIXED ASSETS			
Intangible assets	8	-	-
Tangible assets	9	305,738	188,880
Investments	10	55,700	42,045
		<u>361,438</u>	<u>230,925</u>
CURRENT ASSETS			
Stocks	11	272,302	380,000
Debtors	12	8,794,617	5,872,414
Cash at bank and in hand		523,325	462,768
		<u>9,590,244</u>	<u>6,715,182</u>
CREDITORS			
Amounts falling due within one year	13	6,926,148	4,269,317
NET CURRENT ASSETS		<u>2,664,096</u>	<u>2,445,865</u>
TOTAL ASSETS LESS CURRENT LIABILITIES		<u>3,025,534</u>	<u>2,676,790</u>
PROVISIONS FOR LIABILITIES	17	<u>23,084</u>	<u>18,438</u>
NET ASSETS		<u><u>3,002,450</u></u>	<u><u>2,658,352</u></u>
CAPITAL AND RESERVES			
Called up share capital	18	200	200
Share premium	19	99,990	99,990
Profit and loss account	19	2,902,260	2,558,162
SHAREHOLDERS' FUNDS	22	<u><u>3,002,450</u></u>	<u><u>2,658,352</u></u>

The financial statements were approved by the Board of Directors on 30/4/14 and were signed on its behalf by:


D N Brooks - Director


P M Brooks - Director

The notes form part of these financial statements

**Cash Flow Statement
for the Year Ended 30 September 2013**

	Notes	2013 £	2012 £
Net cash (outflow)/inflow from operating activities	1	(1,030,883)	985,340
Returns on investments and servicing of finance	2	136,535	75,068
Taxation		(502,316)	(258,673)
Capital expenditure and financial investment	2	(337,518)	(189,628)
Equity dividends paid		(443,802)	(286,445)
		<u>(2,177,984)</u>	<u>325,662</u>
Financing	2	(170,951)	(389,007)
Decrease in cash in the period		<u>(2,348,935)</u>	<u>(63,345)</u>
<hr/>			
Reconciliation of net cash flow to movement in net debt	3		
Decrease in cash in the period		(2,348,935)	(63,345)
Cash inflow from increase in debt and lease financing		<u>(3,000)</u>	<u>-</u>
Change in net debt resulting from cash flows		<u>(2,351,935)</u>	<u>(63,345)</u>
Movement in net debt in the period		<u>(2,351,935)</u>	<u>(63,345)</u>
Net debt at 1 October		<u>(394,775)</u>	<u>(331,430)</u>
Net debt at 30 September		<u>(2,746,710)</u>	<u>(394,775)</u>

The notes form part of these financial statements

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

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

	2013	2012
	£	£
Operating profit	925,244	2,054,832
Depreciation charges	87,740	53,464
Loss on disposal of fixed assets	92,349	-
Loss on impairment of goodwill	26,916	-
Decrease/(increase) in stocks	107,698	(112,262)
Increase in debtors	(2,751,252)	(1,251,163)
Increase in creditors	480,422	240,469
Net cash (outflow)/inflow from operating activities	(1,030,883)	985,340

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

	2013	2012
	£	£
Returns on investments and servicing of finance		
Interest received	25,227	9,293
Interest paid	(4,712)	(158)
Dividends received	116,020	65,933
Net cash inflow for returns on investments and servicing of finance	136,535	75,068
Capital expenditure and financial investment		
Purchase of intangible fixed assets	(26,916)	-
Purchase of tangible fixed assets	(204,598)	(147,583)
Purchase of fixed asset investments	(106,004)	(42,045)
Net cash outflow for capital expenditure and financial investment	(337,518)	(189,628)
Financing		
Amount introduced by directors	364,000	279,512
Amount withdrawn by directors	(534,951)	(668,519)
Net cash outflow from financing	(170,951)	(389,007)

Shopfittings Direct Limited (Registered number: 03580800)

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

3. ANALYSIS OF CHANGES IN NET DEBT

	At 1/10/12 £	Cash flow £	At 30/9/13 £
Net cash:			
Cash at bank and in hand	462,768	60,557	523,325
Bank overdrafts	<u>(857,543)</u>	<u>(2,409,492)</u>	<u>(3,267,035)</u>
	<u>(394,775)</u>	<u>(2,348,935)</u>	<u>(2,743,710)</u>
 Debt:			
Hire purchase	<u>-</u>	<u>(3,000)</u>	<u>(3,000)</u>
	<u>-</u>	<u>(3,000)</u>	<u>(3,000)</u>
 Total	<u><u>(394,775)</u></u>	<u><u>(2,351,935)</u></u>	<u><u>(2,746,710)</u></u>

The notes form part of these financial statements

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

1. ACCOUNTING POLICIES

Accounting convention

The financial statements have been prepared under the historical cost convention.

Turnover

Turnover represents the total invoice value, excluding value added tax, of sales made during the year. Revenue is recognised for goods supplied and services provided on delivery of stock. Adjustments are made for goods in transit to ensure that sales are included in the period that they relate to.

Goodwill

Goodwill, being the amount paid in connection with the acquisition of a business at the year end, has been fully written off due to no future revenues being generated and considered to be impaired.

Tangible fixed assets

Depreciation is provided at the following annual rates in order to write off the cost less estimated residual value of each asset over its estimated useful life or, if held under a finance lease, over the lease term, whichever is the shorter.

Short leasehold	- Straight line over the life of the lease
Improvements to property	- Straight line over the life of the lease
Plant and machinery	- 25% on cost
Fixtures and fittings	- 25% on cost
Computer equipment	- 25% on cost

Stocks

Stocks are valued at the lower of cost and net realisable value, after making due allowance for obsolete and slow moving items.

Deferred tax

The charge for taxation takes into account taxation deferred as a result of timing differences between the treatment of certain items for taxation and accounting purposes. In general, deferred taxation is recognised in respect of all timing differences that have originated but not reversed at the balance sheet date. However, deferred tax assets are recognised only to the extent that the directors consider that it is more likely than not that they will be recovered against the reversal of deferred tax liabilities or other future taxable profits. Deferred taxation is measured on a non-discounted basis at the average tax rates that would apply when the timing differences are expected to reverse, based on tax rates and laws that have been enacted by the balance sheet date.

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 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.

Shopfittings Direct Limited (Registered number: 03580800)

**Trading and Profit and Loss Account
for the Year Ended 30 September 2013**

	2013		2012	
	£	£	£	£
Brought forward	4,922,926	6,348,520	4,307,088	6,631,250
Bad debts	33		20	
Promotions and exhibitions	31,334		38,418	
	<u> </u>	<u>4,954,293</u>	<u> </u>	<u>4,345,526</u>
		1,394,227		2,285,724
Finance costs				
Bank charges	26,861		21,603	
Credit card	1,864		1,969	
Invoice discounting charges	92,006		78,630	
Bank interest	124		158	
Other interest paid	552		-	
Interest on underpaid tax	4,036		-	
	<u> </u>	<u>125,443</u>	<u> </u>	<u>102,360</u>
		1,268,784		2,183,364
Depreciation				
Short leasehold	1,290		256	
Improvements to property	19,745		537	
Fixtures and fittings	35,432		19,754	
Computer equipment	31,273		32,917	
	<u> </u>	<u>87,740</u>	<u> </u>	<u>53,464</u>
		1,181,044		2,129,900
Loss on disposal of fixed assets				
Fixed asset investment impairment		92,349		-
		<u>92,349</u>		<u> </u>
		1,088,695		2,129,900
Impairment losses				
Goodwill		26,916		-
		<u>26,916</u>		<u> </u>
NET PROFIT		<u><u>1,061,779</u></u>		<u><u>2,129,900</u></u>

This page does not form part of the statutory financial statements

Shopfittings Direct Limited (Registered number: 03580800)

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

2. TURNOVER

The turnover and profit before taxation are attributable to the one principal activity of the company.

An analysis of turnover by geographical market is given below:

	2013 £	2012 £
United Kingdom	17,490,396	16,648,707
Europe	2,132,675	1,781,645
Rest of the world	2,091,157	931,526
	<u>21,714,228</u>	<u>19,361,878</u>

3. STAFF COSTS

	2013 £	2012 £
Labour costs	3,357,661	2,772,819
Other pension costs	199,874	226,128
	<u>3,557,535</u>	<u>2,998,947</u>

4. OPERATING PROFIT

The operating profit is stated after charging/(crediting):

	2013 £	2012 £
Hire of plant and machinery	93,379	54,792
Depreciation - owned assets	87,740	53,464
Loss on disposal of fixed assets	92,349	-
Auditors' remuneration	25,018	20,073
(Profit)/Loss on foreign exchange transactions	<u>(110,999)</u>	<u>(222,314)</u>
Directors' remuneration	-	-
Directors' pension contributions to money purchase schemes	<u>153,333</u>	<u>191,521</u>

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

Money purchase schemes	<u>2</u>	<u>2</u>
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5. INTEREST PAYABLE AND SIMILAR CHARGES

	2013 £	2012 £
Bank interest	124	158
Other interest paid	552	-
Interest on underpaid tax	4,036	-
	<u>4,712</u>	<u>158</u>

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

6. TAXATION

Analysis of the tax charge

The tax charge on the profit on ordinary activities for the year was as follows:

	2013 £	2012 £
Current tax:		
UK corporation tax	269,233	529,693
Deferred tax	4,646	4,164
Tax on profit on ordinary activities	<u>273,879</u>	<u>533,857</u>

Factors affecting the tax charge

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

	2013 £	2012 £
Profit on ordinary activities before tax	<u>1,061,779</u>	<u>2,129,900</u>
Profit on ordinary activities multiplied by the standard rate of corporation tax in the UK of 23% (2012 - 24%)	244,209	511,176
Effects of:		
Expenses not deductible for tax purposes	3,637	2,402
Income not taxable for tax purposes	(14,790)	-
Capital allowances in excess of depreciation	-	(5,072)
Depreciation in excess of capital allowances	30,464	-
Change in tax rate charge	5,713	21,187
Current tax charge	<u>269,233</u>	<u>529,693</u>

7. DIVIDENDS

	2013 £	2012 £
Ordinary A shares of £0.1 each Interim	364,000	248,000
Ordinary B shares of £0.1 each Interim	79,802	38,445
	<u>443,802</u>	<u>286,445</u>

Shopfittings Direct Limited (Registered number: 03580800)

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

8. INTANGIBLE FIXED ASSETS

	Goodwill
	£
COST	
Additions	26,916
Impairments	(26,916)
	<hr/>
At 30 September 2013	-
	<hr/>
NET BOOK VALUE	
At 30 September 2013	-
	<hr/> <hr/>

9. TANGIBLE FIXED ASSETS

	Short leasehold £	Improvements to property £	Plant and machinery £
COST			
At 1 October 2012	4,277	57,000	-
Additions	10,513	33,387	95,309
	<hr/>	<hr/>	<hr/>
At 30 September 2013	14,790	90,387	95,309
	<hr/>	<hr/>	<hr/>
DEPRECIATION			
At 1 October 2012	256	537	-
Charge for year	2,145	18,890	-
Eliminated on disposal	-	-	-
	<hr/>	<hr/>	<hr/>
At 30 September 2013	2,401	19,427	-
	<hr/>	<hr/>	<hr/>
NET BOOK VALUE			
At 30 September 2013	12,389	70,960	95,309
	<hr/> <hr/>	<hr/> <hr/>	<hr/> <hr/>
At 30 September 2012	4,021	56,463	-
	<hr/> <hr/>	<hr/> <hr/>	<hr/> <hr/>

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

9. TANGIBLE FIXED ASSETS - continued

	Fixtures and fittings £	Computer equipment £	Totals £
COST			
At 1 October 2012	102,276	191,897	355,450
Additions	63,101	2,288	204,598
Disposals	(15,695)	-	(15,695)
At 30 September 2013	149,682	194,185	544,353
DEPRECIATION			
At 1 October 2012	47,573	118,204	166,570
Charge for year	35,432	31,273	87,740
Eliminated on disposal	(15,695)	-	(15,695)
At 30 September 2013	67,310	149,477	238,615
NET BOOK VALUE			
At 30 September 2013	82,372	44,708	305,738
At 30 September 2012	54,703	73,693	188,880

Fixed assets, included in the above, which are held under hire purchase contracts are as follows:

	Plant and machinery £
COST	
Additions	27,383
At 30 September 2013	27,383
NET BOOK VALUE	
At 30 September 2013	27,383

10. FIXED ASSET INVESTMENTS

	Shares in group undertaking £
COST	
At 1 October 2012	42,045
Additions	106,004
Impairments	(92,349)
At 30 September 2013	55,700
NET BOOK VALUE	
At 30 September 2013	55,700
At 30 September 2012	42,045

Shopfittings Direct Limited (Registered number: 03580800)

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

10. FIXED ASSET INVESTMENTS - continued

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

Subsidiary Undertaking

SFD Joinery LLP	Manufacture of shopfitting accessories	*	100%
SFD Visual Limited	Printing of visual merchandise	Ord £1 shares	100%
Shopfittings Direct (Shanghai) Consultancy Limited	Consultancy on overseas trading	Registered capital	100%

The aggregate amount of capital and reserves and the results of these undertakings for the last relevant financial years were as follows;

	Capital and reserves £	Members Equity £	Loans to/(from) Members £	Profit/(Loss) for the year £
SFD Joinery LLP	64,644	-	(64,644)	64,644
SFD Visual Limited	100			116,360
	RMB			RMB
Shopfittings Direct (Shanghai) Consultancy Limited	122,071			(304,644)

* Shopfittings Direct Limited is the controlling member of SFD Joinery LLP. 80% of all income profit and losses accrue to Shopfittings Direct Limited, after provision for partners salaries. At 30th September 2013 Shopfittings Direct Limited purchased remaining 20% interest in the LLP.

The latest set of accounts prepared in respect of Shopfittings Direct (Shanghai) Consultancy Limited are for the year end 31st December 2012. The accounts are prepared in Chinese Yuan Renminbi.

11. STOCKS

	2013 £	2012 £
Stocks	<u>272,302</u>	<u>380,000</u>

12. DEBTORS: AMOUNTS FALLING DUE WITHIN ONE YEAR

	2013 £	2012 £
Trade debtors	8,043,155	5,470,536
Amounts owed by related parties	149,646	153,659
Other debtors	19,838	14,438
Directors' loan accounts	369,737	198,786
Prepayments and accrued income	212,241	34,995
	<u>8,794,617</u>	<u>5,872,414</u>

The amount of outstanding trade debtors that had been allocated to the factoring company as at the balance sheet date was £6,633,748 (2012:£5,283,848).

Shopfittings Direct Limited (Registered number: 03580800)

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

13. CREDITORS: AMOUNTS FALLING DUE WITHIN ONE YEAR

	2013	2012
	£	£
Bank loans and overdrafts (see note 14)	3,267,035	857,543
Hire purchase contracts (see note 15)	3,000	-
Trade creditors	1,347,434	1,351,258
Amounts owed to related parties	12,616	169,414
Corporation tax	296,610	529,693
PAYE	643	-
VAT	417,678	203,954
Other creditors	139,732	41,211
Accruals and deferred income	1,441,400	1,116,244
	<u>6,926,148</u>	<u>4,269,317</u>

14. LOANS

An analysis of the maturity of loans is given below:

	2013	2012
	£	£
Amounts falling due within one year or on demand:		
Bank overdrafts	<u>3,267,035</u>	<u>857,543</u>

15. OBLIGATIONS UNDER HIRE PURCHASE CONTRACTS AND LEASES

	Hire purchase contracts	
	2013	2012
	£	£
Net obligations repayable:		
Within one year	<u>3,000</u>	<u>-</u>

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

	Land and buildings		Other operating leases	
	2013	2012	2013	2012
	£	£	£	£
Expiring:				
Within one year	-	-	622	26,048
Between one and five years	<u>141,750</u>	<u>141,750</u>	<u>73,793</u>	<u>22,136</u>
	<u>141,750</u>	<u>141,750</u>	<u>74,415</u>	<u>48,184</u>

16. SECURED DEBTS

The following secured debts are included within creditors:

	2013	2012
	£	£
Bank overdrafts	3,267,035	857,543
Hire purchase contracts	3,000	-
	<u>3,270,035</u>	<u>857,543</u>

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

17. PROVISIONS FOR LIABILITIES

	2013 £	2012 £
Deferred tax	<u>23,084</u>	<u>18,438</u>
		Deferred tax £
Balance at 1 October 2012		18,438
Accelerated capital allowances		<u>4,646</u>
Balance at 30 September 2013		<u>23,084</u>

18. CALLED UP SHARE CAPITAL

Allotted, issued and fully paid:			2013 £	2012 £
Number:	Class:	Nominal value:		
1,900	Ordinary A	£0.1	190	190
100	Ordinary B	£0.1	<u>10</u>	<u>10</u>
			<u>200</u>	<u>200</u>

19. RESERVES

	Profit and loss account £	Share premium £	Totals £
At 1 October 2012	2,558,162	99,990	2,658,152
Profit for the year	787,900		787,900
Dividends	<u>(443,802)</u>		<u>(443,802)</u>
At 30 September 2013	<u>2,902,260</u>	<u>99,990</u>	<u>3,002,250</u>

20. DIRECTORS' ADVANCES, CREDITS AND GUARANTEES

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

	2013 £	2012 £
D N Brooks		
Balance outstanding at start of year	17,156	(84,591)
Amounts advanced	264,378	226,285
Amounts repaid	<u>(182,000)</u>	<u>(124,538)</u>
Balance outstanding at end of year	<u>99,534</u>	<u>17,156</u>

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

20. DIRECTORS' ADVANCES, CREDITS AND GUARANTEES - continued

P M Brooks

Balance outstanding at start of year	181,630	(105,630)
Amounts advanced	270,573	442,234
Amounts repaid	(182,000)	(154,974)
Balance outstanding at end of year	<u>270,203</u>	<u>181,630</u>

The loans to all directors are repayable on demand. Interest is charged on loans at the official rate of interest set by HMRC.

21. RELATED PARTY DISCLOSURES

Shopfittings Direct(Shop) Limited

A company with common ownership and management

	2013	2012
	£	£
Amount due from related party at the balance sheet date	<u>1,393</u>	<u>1,999</u>

Cubic GB LLP

An entity with common ownership and management

During the year ended 30th September 2013, Cubic LLP recharged labour costs totalling £3,084,593 (2012 - £2,072,621) to Shopfittings Direct Limited. This has been disclosed within Administrative expenses.

	2013	2012
	£	£
Amount due from/(to) related party at the balance sheet date	<u>88,696</u>	<u>(169,414)</u>

SFD Joinery LLP

An entity with common ownership and management

During the year the company recharged expenses totalling £74,867 (2012 £16,638) to SFD Joinery LLP. During the year SFD Joinery LLP made no management charge to the company (2012 £22,700).

During the year the company purchased goods totalling £989,964 from the related party. This has been disclosed within Cost of sales.

	2013	2012
	£	£
Amount due (to)/from related party at the balance sheet date	<u>(12,516)</u>	<u>38,435</u>

Shopfittings Direct Limited (Registered number: 03580800)

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

21. RELATED PARTY DISCLOSURES - continued

SFD Visual Limited

A company with common ownership and management

During the year Shopfittings Direct Limited paid expenses totalling £236,886 (2012 £219,209) on behalf of SFD Visual Limited.

During the year the company purchased goods totalling £1,005,502 from the related party. This has been disclosed within Cost of sales.

	2013	2012
	£	£
Amount due (to)/from related party at the balance sheet date	<u>(100)</u>	<u>92,264</u>

SFD Asia Limited

An overseas company with common ownership and management

	2013	2012
	£	£
Amount due from related party at the balance sheet date	<u>11,557</u>	<u>20,961</u>

Applied Retail Technologies Limited

A company with common ownership and management.

During the year Shopfittings Direct Limited loaned the related party £48,000. This amount remains unpaid at the year end.

	2013	2012
	£	£
Amount due from related party at the balance sheet date	<u>48,000</u>	<u>-</u>

22. RECONCILIATION OF MOVEMENTS IN SHAREHOLDERS' FUNDS

	2013	2012
	£	£
Profit for the financial year	787,900	1,596,043
Dividends	<u>(443,802)</u>	<u>(286,445)</u>
Net addition to shareholders' funds	344,098	1,309,598
Opening shareholders' funds	<u>2,658,352</u>	<u>1,348,754</u>
Closing shareholders' funds	<u>3,002,450</u>	<u>2,658,352</u>