# REGISTRAR'S COPY

Company Registration No. 03897611 (England and Wales)

# PRIME AIR EUROPE LIMITED ANNUAL REPORT FOR THE YEAR ENDED 31 OCTOBER 2014

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### **COMPANY INFORMATION**

Directors B M Cohen

C L Macau

Secretary E R Letendre

Company number 03897611

Registered office 30 Camp Road

Farnborough Hampshire GU14 6EW

Auditors Haines Watts

30 Camp Road Farnborough Hampshire GU14 6EW

Business address 3 Hall Road

Maylands Wood Estate Hemel Hempstead Hertfordshire United Kingdom HP2 7BH

### CONTENTS

	Page
Directors' report	1
Independent auditors' report	2 - 3
Profit and loss account	4
Balance sheet	5
Notes to the financial statements	6 - 12

### **DIRECTORS' REPORT**

#### FOR THE YEAR ENDED 31 OCTOBER 2014

The directors present their report and financial statements for the year ended 31 October 2014.

#### Principal activities

The principal activities of the company continued to be the provision of marketing consultancy services to the worldwide airline industry and the sale of aircraft spare parts.

#### Results and dividends

The results for the year are set out on page 4.

#### **Directors**

The following directors have held office since 1 November 2013:

**B M Cohen** 

C L Macau

#### Statement of directors' responsibilities

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 of the profit or loss of the company for that period. In preparing these financial statements, the directors are required to:

- select suitable accounting policies and then apply them consistently;
- make judgements and accounting estimates that are reasonable and prudent;
- state whether applicable UK Accounting Standards have been followed, subject to any material departures disclosed and explained in the financial statements:
- prepare the financial statements on the going concern basis unless it is inappropriate to presume that the company will continue in business.

The directors are responsible for keeping adequate accounting records that are sufficient to show and explain the company's transactions and disclose with reasonable accuracy at any time the financial position of the company and enable them to ensure that the financial statements comply with the Companies Act 2006. They are also responsible for safeguarding the assets of the company and hence for taking reasonable steps for the prevention and detection of fraud and other irregularities.

### Statement of disclosure to auditors

So far as the directors are aware, there is no relevant audit information of which the company's auditors are unaware. Additionally, the directors have taken all the necessary steps that they ought to have taken as directors in order to make themselves aware of all relevant audit information and to establish that the company's auditors are aware of that information.

This report has been prepared in accordance with the special provisions relating to small companies within Part 15 of the Companies Act 2006.

On behalf of the board

Director

M Conen

### **J**INDEPENDENT AUDITORS' REPORT

### TO THE MEMBERS OF PRIME AIR EUROPE LIMITED

We have audited the financial statements of Prime Air Europe Limited for the year ended 31 October 2014 set out on pages 4 to 12. 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 an auditors' 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.

### Respective responsibilities of directors and auditors

As explained more fully in the Directors' Responsibilities Statement set out on page 1, 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 Annual Report 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 31 October 2014 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 Directors' Report for the financial year for which the financial statements are prepared is consistent with the financial statements.

### **∠** INDEPENDENT AUDITORS' REPORT (CONTINUED)

### TO THE MEMBERS OF PRIME AIR EUROPE 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.

Roslyn McFarlane (Senior Statutory Auditor) for and on behalf of Haines Watts

2 July 2015

**Chartered Accountants Statutory Auditor** 

30 Camp Road Farnborough Hampshire GU14 6EW

# PROFIT AND LOSS ACCOUNT FOR THE YEAR ENDED 31 OCTOBER 2014

	Notes	2014 \$	2013 \$
Turnover	2	9,823,665	7,170,833
Cost of sales		(8,184,845)	(5,598,929)
Gross profit		1,638,820	1,571,904
Distribution costs Administrative expenses		(87,485) (958,434)	(98,760) (1,039,649)
Operating profit	3	592,901	433,495
Interest payable and similar charges	4	(901)	(445)
Profit on ordinary activities before taxation		592,000	433,050
Tax on profit on ordinary activities	5	(130,491)	(103,386)
Profit for the year	11	461,509	329,664
		<del></del>	=

The profit and loss account has been prepared on the basis that all operations are continuing operations.

There are no recognised gains and losses other than those passing through the profit and loss account.

# BALANCE SHEET AS AT 31 OCTOBER 2014

		**	•		·
	Nesse		14	20 \$	13 \$
	Notes	\$	\$	Ф	Ф
Fixed assets					
Tangible assets	6		7,432	•	8,958
Current assets					
Stocks	7	550,247		449,472	
Debtors	<b>. 8</b>	1,015,104		1,518,004	
Cash at bank and in hand	-	1,595,519		861,644	
		3,160,870		2,829,120	
Creditors: amounts falling due within					
one year	9	(819,036)		(950,321)	
Net current assets			2,341,834		1,878,799
T-4-1 4 1					4 007 757
Total assets less current liabilities			2,349,266		1,887,757
					<del></del>
Capital and reserves					•
Called up share capital	10		660		660
Profit and loss account	11		2,348,606		1,887,097
Shareholders' funds	12		2,349,266		1,887,757
•					

Approved by the Board and authorised for issue on

B M Coher Director

Company Registration No. 03897611

# NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 OCTOBER 2014

### 1 Accounting policies

#### 1.1 Accounting convention

The financial statements are prepared under the historical cost convention.

The company has taken advantage of the exemption in Financial Reporting Standard No 1 from the requirement to produce a cash flow statement on the grounds that it is a small company.

### 1.2 Compliance with accounting standards

The financial statements are prepared in accordance with applicable United Kingdom Accounting Standards (United Kingdom Generally Accepted Accounting Practice), which have been applied consistently (except as otherwise stated).

### 1.3 Turnover

Turnover represents amounts receivable for goods and services net of VAT and trade discounts. Turnover is recognised in the accounts at the date of despatch.

#### 1.4 Tangible fixed assets and depreciation

Tangible fixed assets are stated at cost less depreciation. Depreciation is provided at rates calculated to write off the cost less estimated residual value of each asset over its expected useful life, as follows:

Computer equipment

33% straight line

Fixtures, fittings & equipment

10 years straight line on cost

### 1.5 Leasing

Rentals payable under operating leases are charged against income on a straight line basis over the lease term.

#### 1.6 Stock

Stock is valued at the lower of cost and net realisable value after making necessary provisions for obsolete and slow moving stock.

### 1.7 Foreign currency translation

Transactions in foreign currencies are recorded at the rate ruling at the date of the transaction. All differences are taken to profit and loss account.

2	Turnover		
	Geographical market		
		Turnove	er
		2014	2013
		\$	\$
	Australia and New Zealand	74,150	2,150
	Africa	4,881	121,150
	Asia and Middle East	212,006	219,813
	United Kingdom	1,890,534	1,404,910
	Rest of Europe	3,049,114	2,984,629
	North America	4,434,623	2,341,971
	South America	72,022	17,700
	South East Asia	86,335	78,510
		9,823,665	7,170,833
		<del></del>	=======================================
3	Operating profit	2014	2013
		\$	\$
	Operating profit is stated after charging:	·	•
	Depreciation of tangible assets	2,654	5,509
	Loss on foreign exchange transactions	14,506	22,478
	Operating lease rentals	111,940	103,393
			=====
	Auditors' remuneration		
	Audit fees	6,514	6,324
	Taxation and non audit accounts work	4,015	7,161
		40.500	42.405
		10,529	13,485
4	Interest payable	2014	2013
7		\$	\$
	On bank loans and overdrafts	691	357
	On overdue tax	<u>210</u>	88
		901	445

5	Taxation	2014 \$	2013 \$
	Domestic current year tax	Ψ.	Ψ
	U.K. corporation tax	129,339	101,772
	Adjustment for prior years	-	286
		129,339	102,058
	Foreign corporation tax	,	, ===,===
	Foreign corporation tax	1,152	1,328
	Current tax charge	130,491	103,386
		====	===
	Factors affecting the tax charge for the year		
	Profit on ordinary activities before taxation	592,000	433,050
	· · · · · · · · · · · · · · · · · · ·	<del></del>	. ——
	Profit on ordinary activities before taxation multiplied by standard rate of UK		
	corporation tax of 21.00% (2013 - 23.00%)	124,320	99,602
	Effects of:		
	Non deductible expenses	921	565
	Depreciation add back	557	1,267
	Capital allowances	(1,330)	(1,460)
	Foreign tax	1,152	1,328
	Adjustments to previous periods	-	286
	Other tax adjustments	4,871	1,798
		6,171	3,784
	Current tax charge for the year	130,491	103,386

6	Tangible fixed assets			
		Computer equipment	Fixtures, fittings & equipment	Total
		\$	\$	\$
	Cost			
	At 1 November 2013	66,682	6,944	73,626
	Additions	1,128	-	1,128
	Disposals	(53,746)	<u>-</u>	(53,746)
	At 31 October 2014	14,064	6,944	21,008
	Depreciation			
	At 1 November 2013	64,117	551	64,668
	On disposals	(53,746)	-	(53,746)
	Charge for the year	1,959	695 - <del></del>	2,654
	At 31 October 2014	12,330	1,246	13,576
	Net book value			
	At 31 October 2014	1,734	5,698	7,432
	At 31 October 2013	2,565	6,393	8,958
7	Stocks		2014	2013
			\$	\$
	Finished goods and goods for resale		550,247	449,472
8	Debtors		2014	2013
			\$	\$
	Trade debtors		965,572	985,204
	Amounts owed by parent and fellow subsidiary undertakings		26,718	508,767
	Other debtors		-	3,103
	Prepayments and accrued income		22,814 ————	20,930
			1,015,104	1,518,004

	Creditors: amounts falling due within one year	2014 \$	2013 \$
	Trade creditors	320,078	705,035
	Amounts owed to parent and fellow subsidiary undertakings	341,484	39,860
	Corporation tax	54,734	71,049
	Other taxes and social security costs	1,725	-
	Other creditors	-	9
	Accruals and deferred income	101,015	134,368
		819,036 ————	950,321 ————
40	Chara amital	2014	2013
10	Share capital	2014 \$	2013 \$
	Allotted, called up and fully paid	Ψ	Ψ
	200 Ordinary shares of £1 each	330	330
	200 Ordinary 'A' shares of £1 each	330	330
		660	660
11	The Ordinary and Ordinary A shares rank pari passu in all respects.  Statement of movements on profit and loss account		Profit
			and loss
			account
	Balance at 1 November 2013		account \$ 1,887,097
	Balance at 1 November 2013 Profit for the year		account \$ 1,887,097
	·		1,887,097 461,509 2,348,606
12	Profit for the year	2014 \$	1,887,097 461,509
12	Profit for the year  Balance at 31 October 2014  Reconciliation of movements in shareholders' funds	\$	1,887,097 461,509 2,348,606
12	Profit for the year  Balance at 31 October 2014		1,887,097 461,509 2,348,606
12	Profit for the year  Balance at 31 October 2014  Reconciliation of movements in shareholders' funds  Profit for the financial year	<b>\$</b> 461,509	1,887,097 461,509 2,348,606 2013 \$

# NOTES TO THE FINANCIAL STATEMENTS (CONTINUED) FOR THE YEAR ENDED 31 OCTOBER 2014

### 13 Financial commitments

At 31 October 2014 the company was committed to making the following payments under non-cancellable operating leases in the year to 31 October 2015:

	Land and buildings	
	2014	2013
	\$	\$
Operating leases which expire:		
Within one year	34,461	-
Between two and five years	82,990	89,750
	117,451	89,750
		====

### 14 Employees

### Number of employees

The average monthly number of employees (including directors) during the year was:

	2014 Number	2013 Number
Sales	5	6
Warehouse	· 1	1
	<del></del>	7
•		=====
Employment costs	2014	2013
	\$	\$
Wages and salaries	357,082	397,600
Social security costs	60,450	57,564
	417,532	455,164

### 15 Control

The immediate parent company is Prime Air LLC, a company incorporated in the United States of America.

The ultimate parent company is Heico Corporation, a company incorporated in the United States of America.

Consolidated accounts for Heico Corporation, are available from 3000 Taft Street, Hollywood, Florida 33021, United States of America.

# NOTES TO THE FINANCIAL STATEMENTS (CONTINUED) FOR THE YEAR ENDED 31 OCTOBER 2014

### 16 Related party relationships and transactions

The company has taken advantage of the exemption available in FRS 8 "Related party disclosures" whereby it has not disclosed transactions with the ultimate parent company or any wholly owned subsidiary undertakings of the group.