## Company Registration No. 03930954

**Amiqus Limited** 

Report and Unaudited Financial Statements

31 December 2017

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# Report and unaudited financial statements 2017

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## Report and unaudited financial statements 2017

## Officers and professional advisers

## Directors

R Blair R Timmins V Byrnes M Rodger

## Registered Office

7 Bishopsgate London EC2N 3AQ

## Bankers

HSBC Bank plc 8 Canada Square London E14 5HP

#### Solicitors

Kirkland and Ellis 30 St. Mary Axe London EC3 8AF

## Directors' report

The Directors of Amiqus Limited ('the Company') present their annual report with the unaudited financial statements for year ended 31 December 2017.

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

#### Activities

The principal activity of the company is that of professional recruitment consultants.

#### Future developments

The company will continue to operate through similar activities in the forthcoming year.

#### **Business review**

The retained profit for the year was £832,000 (2016: profit £120,000).

#### Financial risk management objectives and policies

The Company's activities expose it to a number of financial risks including credit risk, cash flow risk, interest rate risk and liquidity risk. The Company does not use derivative financial instruments.

#### Cash flow risk

The Company has minimal foreign currency denominated transactions.

#### Credit risk

The Company's principal financial assets are trade and other receivables.

The Company's credit risk is primarily attributable to its trade receivables. The amounts presented in the balance sheet are net of allowances for doubtful receivables. An allowance for impairment is made where there is an identified loss event which, based on previous experience, is evidence of a reduction in the recoverability of the cash flows

The Company has no significant concentration of credit risk, with exposure spread over a large number of customers.

#### Liquidity risk

In order to maintain liquidity to ensure that sufficient funds are available for ongoing operations and future developments, the Company is funded through intercompany loans from its fellow group company, Alexander Mann Solutions Limited.

#### Dividends

A dividend of £650,000 was received during the year (2016: £nil).

A dividend of £650,000 was paid during the year (2016: £nil).

## Directors' report (continued)

### Going concern

In accordance with their responsibilities as directors, the Directors have considered the appropriateness of the going concern basis for the preparation of the financial statements.

Refer to note 3 in the financial statements for the detailed considerations made by the Directors.

#### Subsequent events

On 8th May 2018, New Mountain Capital and management signed an SPA with Omers Private Equity to sell the AMS TopCo Group to Omers for an enterprise value of £820m. The proposed transaction remains subject to several conditions including customary approvals by the antitrust authorities but is expected to close in the second quarter of 2018.

#### Directors

The current directors are listed on page 1. There were no changes during the year.

There have been no changes since the year end.

#### Approval

Approved by the Board of Directors and signed on behalf of the Board

RKT

R Timmins Director

14 June 2018

## Directors' responsibilities statement

The directors are responsible for preparing the Annual 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 International Financial Reporting Standards (IFRSs) as adopted by the European Union. 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 the Company financial statements, International Accounting Standard 1 requires that directors:

- properly select and apply accounting policies;
- present information, including accounting policies, in a manner that provides relevant, reliable, comparable and understandable information;
- provide additional disclosures when compliance with the specific requirements in IFRS is insufficient to enable
  users to understand the impact of particular transactions, other events and conditions on the entity's financial
  position and financial performance; and
- · make an assessment of the Company's ability to continue as a going concern.

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 to 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.

The directors are responsible for the maintenance and integrity of the corporate and financial information included on the Company's website. Legislation in the United Kingdom governing the preparation and dissemination of financial statements may differ from legislation in other jurisdictions.

#### Responsibility statement

Each of the directors, whose names are listed on page 1, confirms that:

- to the best of their knowledge, the financial statements, prepared in accordance with the relevant financial reporting framework, give a true and fair view of the assets, liabilities, financial position and profit or loss of the Company and the undertakings included in the consolidation taken as a whole;
- to the best of their knowledge, the Annual Report and financial statements includes a fair review of the development and performance of the business and the position of the Company on a consolidated and individual basis, together with a description of the principal risks and uncertainties that it faces; and
- they consider, having taken advice from the Audit Committee, that the Annual Report and Financial statements, taken as a whole, is fair, balanced and understandable and provides the information necessary for Shareholders to assess the Company's performance, business model and strategy.

# Unaudited statement of profit and loss and other comprehensive income Year ended 31 December 2017

|  | Notes | 2017<br>£'000 | 2016<br>£'000 |
|--|-------|---------------|---------------|
| Turnover                                 | 4     | 1,279         | 1,166         |
| Cost of sales                            |       | -             | 1             |
| Gross profit                             |       | 1,279         | 1,167         |
| Administrative expenses                  |       | (1,058)       | (1,030)       |
| Operating profit                         |       | 221           | 137           |
| Finance income                           |       |               | 1             |
| Profit on ordinary activities before tax |       | 221           | 138           |
| Tax on profit on ordinary activities     | 6     | (39)          | (18)          |
| Profit on ordinary activities after tax  |       | 182           | 120           |
| Dividends received                       |       | 650           | •             |
| Retained profit                          | 13    | 832           | 120           |

All amounts in both the current and preceding year derive from continuing operations.

# Unaudited statement of financial position 31 December 2017

|  | Notes | 2017<br>£'000           | 2016<br>£'000 |
|--|-------|-------------------------|---------------|
| Fixed assets                                   |       |                         |               |
| Tangible assets                                | 7     | •                       | -             |
| Current assets                                 |       |                         |               |
| Debtors  | 8     | 790                     | 461           |
| Cash at bank and in hand                       |       | 358                     | 430           |
|  |       | 1,148                   | 891           |
| Creditors: Amounts falling due within one year | 9     | (420)                   | (345)         |
| Net current assets                             |       | 728                     | 546           |
| Total assets less current liabilities          |       | 728                     | 546           |
| Provision for liabilities                      | 10    |                         |               |
| Net assets                                     |       | 728                     | 546           |
| Capital and reserves                           |       | a mas (mass) (1 a 4 1 ) |               |
| Called up share capital                        | 11    | 75                      | 75            |
| Profit and loss account                        | 13    | 653                     | 471           |
| Total shareholder's funds                      |       | 728                     | 546           |

#### Audit Exemption Statement

For the year ended 31 December 2017 the Company was entitled to exemption from audit under section 479A of the Companies Act 2006 relating to subsidiary companies.

#### Directors' responsibilities

- the members have not required the company to obtain an 9009audit of its accounts for the year in accordance with section 476
- the directors acknowledge their responsibilities for complying with the requirements of the Act with respect
  to accounting records and the preparation of accounts

The unaudited financial statements of Amiqus Limited, registered number 03930954, were approved by the board of directors and authorised for issue on 14 June 2018.

Signed on behalf of the board of directors

R Timmins Director

# Unaudited statement of cash flow 31 December 2017

|  | 2017<br>£'000 | 2016<br>£'000 |
|--|---------------|---------------|
| Profit for the financial year                                    | 182           | 120           |
| Adjustments for:   |               |               |
| Depreciation and amortisation                                    | •             | (20)          |
| Decrease/(Increase) in trade and other receivables               | (329)         | 1,241         |
| Increase/(Decrease) in trade and other payables                  | 75            | (1,903)       |
| Financing costs  | -             | 1             |
| Net cash flow from operating activities                          | (72)          | (561)         |
| Payments to acquire tangible fixed assets                        | -             | •             |
| Payments to acquire intangible assets                            | -             | -             |
|  |               |               |
| Net cash flow from investing activities                          | •             | •             |
| Reduction in amounts secured by invoice discounting              | _             |               |
| Loan repayments  | •             | -             |
| Dividends paid   | (650)         | _             |
| Dividends received   | 650           | -             |
| Net cash flow from financing activities                          | -             | 4             |
| Net cash flow  | (72)          | (561)         |
| Cash and cash equivalents in the beginning of the financial year | 430           | 991           |
| Cash and cash equivalents in the end of the financial year       | 358           | 430           |
|  | (72)          | (561)         |

# Unaudited statement of changes in equity 31 December 2017

|  | Share<br>capital | Retained earnings | Total |
|--|------------------|-------------------|-------|
|  | £'000            | £'000             | 000'£ |
| Financial position at 1 January 2017   | 75               | 471               | 546   |
| Retained profit for the year           | -                | 832               | 832   |
| Dividends paid                         | -                | (650)             | (650) |
| Financial position at 31 December 2017 | 75               | 653               | 728   |

## Notes to the unaudited financial statements Year ended 31 December 2017

#### 1. General Information

Amiqus Limited (the "Company) is a company incorporated in the United Kingdom under the Companies Act. The address of the Company's registered office is 7 Bishopsgate, London EC2N 3AQ.

The principal activity of the company is that of professional recruitment consultants.

#### 2. Adoption of new and revised standards

At the date of authorisation of these financial statements, The Company has not applied the following new and revised IFRSs that have been issued but are not yet effective and in some cases had not yet been adopted by the EU:

- IFRS 9 Financial Instruments
- IFRS 16 Leases
- IFRS 2 (amendments) Classification and Measurement of Share-based Payment Transactions
- IAS 7 (amendments) Disclosure Initiative
- IAS 12 (amendments) Recognition of Deferred Tax Assets for Unrealised Losses
- IFRS 10 and IAS 28 (amendments) Sale or Contribution of Assets between an Investor and its Associate or Joint Venture

The Directors of the Company (the "Directors") expect that the adoption of the standards listed above will not have a material impact. Beyond the information above, it is not practicable to provide a reasonable estimate of the effect of these standards until a detailed review has been completed.

#### 3. Accounting policies

#### Compliance with International Financial Reporting Standards

The financial statements have been prepared in accordance with International Financial Reporting Standards ("IFRS") as adopted by the European Union ("EU") and therefore the Company financial statements comply with Article 4 of the EU IAS Regulation. IFRS includes the standards and interpretations approved by the International Accounting Standards Board ("IASB") including International Accounting Standards ("IAS") and interpretations issued by the International Reporting Interpretations Committee ("IFRIC").

#### Basis of preparation

These financial statements have been prepared on the historical cost basis. Historical cost is generally based on the fair value of the consideration given in exchange for the assets.

## Notes to the unaudited financial statements Year ended 31 December 2017

#### Going concern

After making enquiries, the Directors have a reasonable expectation that the Company has adequate resources to continue in operational existence for the foreseeable future, having considered the company forecasts and projections, taking account of reasonably possible changes in trading performance and the current economic uncertainty. Accordingly, they have adopted the going concern basis in preparing the financial statements. Further detail is contained in the Directors' Report.

The Board has reviewed the Company's forecasts for the financial year ending 31 December 2017 and its forecast for the six months ending 30 June 2018. These forecasts, which take into account the Board's future expectations of the Company's performance indicate that there is sufficient headroom within the bank facilities for the Company to continue to operate within those facilities and to comply with the financial covenants. The directors considered factors likely to affect future development, performance and financial position, including cash flows, liquidity position and borrowing facilities and the risks and uncertainties relating to business activities in coming to this conclusion.

The directors believe that the Company is adequately placed to manage its business risks successfully. On the basis of the Company's forecasts and after making due enquiries, the directors have a reasonable expectation that the Company has adequate resources to continue in operational existence for the foreseeable future. Thus the directors believe it appropriate to adopt the going concern basis of accounting in preparing the financial statements.

#### Revenue recognition

The Company follows IFRS 15 'Revenue from Contracts with Customers', in determining appropriate revenue recognition policies. In principle, therefore, the Company follows the fives step process when applying the revenue recognition policy:

- · identify the contracts with customers;
- identify the performance obligations in the contracts;
- · determine the transaction price;
- allocation of the transaction price; and
- · recognised revenue when or as a performance obligations is satisfied.

Revenue is measured based on the consideration specified in a contract with a customer. The Company recognises revenue when it transfers control over a service to a customer. Revenue is shown net of value-added tax.

#### Taxation

Current tax is provided at amounts expected to be paid (or recovered) using the tax rates and laws that have been enacted or substantively enacted by the balance sheet date.

Deferred tax is provided in full on timing differences which result in an obligation at the balance sheet date to pay more tax, or a right to pay less tax, at a future date, using rates expected to apply when they crystallise based on current tax rates and law. Timing differences arise from the inclusion of items of income and expenditure in taxation computations in periods different from those in which they are included in financial statements. Deferred tax assets are recognised to the extent that it is regarded as more likely than not that they will be recovered. Deferred tax is measured at the average tax rates that are expected to apply in the periods in which the timing differences are expected to reverse, based on tax rates and laws that have been enacted or substantively enacted by the balance sheet date. Deferred tax is measured on a non-discounted basis.

## Notes to the unaudited financial statements Year ended 31 December 2017

#### 4. Turnover

Turnover is wholly attributable to the principal activity of the Company and arises from customers in the following territories:

|                | 2017<br>£'000 | 2016<br>£'000 |
|----------------|---------------|---------------|
| UK             | 1,093         | 959           |
| Rest of Europe | 137           | 207           |
| Rest of World  | 49            | -             |
|                | 1,279         | 1,166         |

#### 5. Staff costs

The Directors received no remuneration from the Company in the financial year (2016: £nit). During the year the Directors of the Company were also directors of other companies within the AMS Topco Limited Group and no part of any remuneration they received from the other companies was in respect of duties performed relating to the Company.

| Average number of persons employed | 2017<br>No. | 2016<br>No. |
|------------------------------------|-------------|-------------|
| Sales                              | 12          | 11          |
|                                    |             |             |
| Staff costs during the year        | £,000       | £'000       |
| Wages and salaries                 | 590         | 575         |
| Social security costs              | 67          | 57          |
| Pension costs                      | 15          | 15          |
|                                    | 672         | 647         |

## Notes to the unaudited financial statements Year ended 31 December 2017

## 6. Tax on profit on ordinary activities

| o. Tax on pront on ordinary activities   |               |               |
|--|---------------|---------------|
|  | 2017          | 2016          |
|  | £'000         | 000°£         |
| Current Tax:   |               |               |
| Current tax on profits for the year  | 41            | 22            |
| Adjustment in respect of prior years   |               | *             |
| Total current tax payable/(receivable)   | 41            | 22            |
| Deferred tax   | (2)           | (4)           |
| Tax on profit on ordinary activities   | 39            | 18            |
|  | 2017<br>£'000 | 2016<br>£'000 |
| Profit for the period - continuing operations  | 221           | 138           |
| Tax on profit on ordinary activities at standard UK corporation tax rate of 19.25% (2016: 20%) | 42            | 27            |
| Adjustments in respect of priorperiods   | (3)           | (9)           |
| Expenses not deductible Tax rate changes   | <u> </u>      | •             |
| Total current tax payable  | 39            | 18            |
| total current tax payable  | 27            | 10            |

## Notes to the unaudited financial statements Year ended 31 December 2017

## 7. Tangible fixed asset

|                          | Computer<br>equipment | Fixtures<br>and<br>fittings | Total    |
|--------------------------|-----------------------|-----------------------------|----------|
| Cost                     | £'000                 | £'000                       | £'000    |
| At 1 January 2017        | 67                    | 126                         | 193      |
| Disposals for the year   | -                     | -                           | -        |
| At 31 December 2017      | 67                    | 126                         | 193      |
| Accumulated depreciation |                       |                             |          |
| At 1 January 2017        | 67                    | 126                         | 193      |
| Disposals for the year   | -                     | -                           | -        |
| At 31 December 2017      | 67                    | 126                         | 193      |
| Net book value           |                       |                             |          |
| At 31 December 2017      |                       | <u> </u>                    | <u>-</u> |
| At 31 December 2016      | <u> </u>              |                             |          |

Fixtures and fittings do not include any amount (2016: £nil) provided against future rectification costs associated with leasehold premises (note 11).

## 8. Debtors

|                                     | 2017  | 2016  |
|-------------------------------------|-------|-------|
|                                     | £'000 | £'000 |
| Amounts falling due within one year |       |       |
| Trade debtors                       | 208   | 149   |
| Amounts owed by group undertakings  | 574   | 276   |
| Other debtors                       | 2     | 25    |
| Deferred tax                        | 6     | 4     |
| Prepayments and accrued income      | -     | 7     |
|                                     |       |       |
|                                     | 790   | 461   |
|                                     |       |       |

## Notes to the unaudited financial statements Year ended 31 December 2017

## 9. Creditors: amounts falling due within one year

| 9. Creditors: amounts falling due within one year   |               |                 |
|---|---------------|-----------------|
|   | 2017<br>£'000 | 2016<br>£'000   |
| Income Tax Recoverable  | -             | -               |
| Trade creditors   | 6             | 9               |
| Amounts owed to parent undertaking  | -             | -               |
| Amounts owed to group undertakings Other taxation and social security   | 42<br>72      | 22<br>63        |
| Other creditors   | 11            | 44              |
| Accruals and deferred income  | 289           | 207             |
|   | 420           | 345             |
| 10. Provisions for Habilities  Dilapidations to leasehold premises:  Balance at beginning of year  Provision release  Balance end of year |               | £'000<br>-<br>- |
| 11. Called up share capital   | •             |                 |
|   | 2017<br>£'000 | 2016<br>£'000   |
| Authorised<br>400,000 ordinary shares of 25p each   | 100           | 100             |
| Tooloog of original and or make small   |               |                 |
| Called up, allotted and fully paid<br>300,000 ordinary shares of 25p each   | 75            | 75              |
|   |               |                 |

## Notes to the unaudited financial statements Year ended 31 December 2017

#### 12. Financial commitments

Commitments under operating leases are as follows:

|  | 2017<br>£'000 | 2016<br>£'000       |
|--|---------------|---------------------|
| Expiry date: Within one year In the second to fifth years inclusive After five years | 104           | 60<br>151<br>-      |
|  | 104           | 211                 |
| 13. Reserves   |               |                     |
|  |               | £'000               |
| At 1 January 2017 Retained profit for the year Dividend paid                         |               | 471<br>832<br>(650) |
| At 31 December 2017  |               | 653                 |

#### 14. Ultimate controlling party and related party transactions

The Directors consider AMS Topco Limited, a company incorporated in the Cayman Islands, registered as a foreign company in England and Wales and tax resident in Great Britain to be the ultimate controlling company.

Alexander Mann Associates Limited, a company incorporated in Great Britain registered in England and Wales, is the immediate parent company.

Alexander Mann Group Limited is the parent company of the smallest group of which the Company is a member and for which consolidated financial statements are drawn up. Copies of the consolidated financial statements are available from 7 Bishopsgate, London, EC2N 3AQ.

AMS Topco Limited is the parent company of the largest group of which the Company is a member and for which consolidated financial statements are drawn up. Copies of the consolidated financial statements are available from 7 Bishopsgate, London, EC2N 3AQ.

AMS Topco Limited is under the control of funds advised by New Mountain Capital LLC.

As a wholly-owned subsidiary undertaking of AMS Topco Limited, the Company has taken advantage of the exemption in FRS 8 from disclosing transactions with other members of the group headed by Alexander Mann Group Limited, on the basis that all members of the Group are wholly (100%) owned by AMS Topco Limited.

#### 15. Dividends

During the year the Company paid dividends of £650,000 (2016: £nil). This represents a dividend per share of £0.93 (2016: £nil).

## Notes to the unaudited financial statements Year ended 31 December 2017

#### 16. Subsequent events

On 8<sup>th</sup> May 2018, New Mountain Capital and management signed an SPA with Omers Private Equity to sell the AMS TopCo Group to Omers for an enterprise value of £820m. The proposed transaction remains subject to several conditions including customary approvals by the antitrust authorities but is expected to close in the second quarter of 2018.