The Phoenix Partnership (Leeds) Limited

Company Registration Number 04077829

Annual Report and Financial Statements

Year ended 31 March 2019

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Brown Butler Chartered Accountants Leeds

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Director

F. X. J. Hester

Registered office

129 Low Lane Horsforth

Leeds LS18 5PX

Company number

04077829

Statutory auditor

Brown Butler

Chartered Accountants

Leigh House

28-32 St Paul's Street

Leeds

West Yorkshire

LS₁ 2JT

Bankers

Lloyds TSB Bank plc

PO Box 96 6/7 Park Row

Leeds LS1 1NX The director presents his strategic report for the year ended 31 March 2019.

Principal activity

The principal activity of the company is the provision of computer software and support to the health sector.

Fair review of the business

The director continues to be pleased with the company's performance and is expecting investment in new markets will lead to increased turnover and profitability.

The company has continued to increase penetration in key market areas, increasing revenue by 7.68% on 2018. The director is satisfied with the overall performance of the company which resulted in shareholders funds increasing by £15m.

Average staff numbers decreased from 183 to 165 during the year, with total employment costs decreasing from £13m in 2018 to £12.6m in 2019. This has resulted in improved returns as areas of output have reached maturity. Continued expansion of new markets will result in a need to increase staff numbers as this expansion develops.

Given the nature of the business and the close involvement of the director, the director is of the opinion that analysis using Key Performance Indicators, other than those described above, is not necessary or appropriate for an understanding of the development, performance or position of the business.

Principal risks and uncertainties

Fifth

Expenditure on the development of new markets has yet to show benefit to the company's performance, however the director is confident that the benefits will commence shortly.

As capacity requirements grow the company needs to ensure it has the required level of capacity and expertise within its workforce. To date it has been successful in meeting this challenge and the company is known nationally as an excellent employer.

The director is confident that the philosophy of developing new markets and products will continue to bear fruit and further enhance the company's performance. In addition, the company continues to increase penetration into mature markets.

Approved by the Board on 16.12.1.9. and signed on its behalf by:

F. X. J. Hester Director

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The Phoenix Partnership (Leeds) Limited Annual Report and Financial Statements Director's Report for the year ended 31 March 2019

The director presents his annual report and the audited financial statements for the year ended 31 March 2019.

Directors of the company

The director who held office during the year was as follows:

F. X. J. Hester

Dividends

The director does not propose the payment of a final dividend in respect of the financial year ended 31 March 2019

Disclosure of information to the auditors

P. M.A.

So far as the director are aware, there is no information relevant to the audit of which the company's auditors are unaware. The director has taken the necessary steps to ensure that he himself is aware of all relevant audit information and made sure that the company's auditors are also aware of that information.

Approved by the Board on 16.12.1.9.. and signed on its behalf by:

F. X. J. Hester

Director

The director is responsible for preparing the annual report and the financial statements in accordance with applicable law and regulations.

Company law requires the director to prepare financial statements for each financial year. Under that law the director has 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 director must not approve the financial statements unless he is 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 director is required to:

- select suitable accounting policies and apply them consistently;
- make judgements and accounting estimates that are reasonable and prudent; and
- prepare the financial statements on the going concern basis unless it is inappropriate to presume that the company will continue in business.

The director is 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 him to ensure that the financial statements comply with the Companies Act 2006. He is 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.

Opinion

We have audited the financial statements of The Phoenix Partnership (Leeds) Limited (the "company") for the year ended 31 March 2019, which comprise the Profit and Loss Account, the Balance Sheet and notes to the financial statements, 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 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 March 2019 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 of 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 director's use of the going concern basis of accounting in the preparation of the financial statements is not appropriate; or
- the director has 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.

Other information

The director is responsible for the other information. The other information comprises the information included in the annual report, other than the financial statements and our auditor's report thereon. 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 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 Strategic Report and the Director's Report for the financial year for which the financial statements are prepared is consistent with the financial statements; and
- the Strategic Report and the Director's Report have been prepared in accordance with applicable legal requirements.

Continued on next page

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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 Strategic Report or the Director's 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 by the company, or returns adequate for our audit have not been received from branches not visited by us; or
- the company's 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.

Responsibilities of directors

As explained more fully in the Statement of Director's Responsibilities set out on page 4, the director is 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 director determines 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 director is 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 director either intends to liquidate the company or 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.

A further description of our responsibilities for the audit of the financial statements is located on the Financial Reporting Council's website at www.frc.org.uk/auditorsresponsibilities. This description forms part of our auditor's report.

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.

John Brear (Senior Statutory Auditor)
For and on behalf of Brown Butler,
Chartered Accountants and Statutory Auditor
Leigh House
28-32 St Paul's Street
Leeds
West Yorkshire
LS1 2JT

Date 6 12 19

	Note	2019 £	2018 £
Turnover	3	61,865,150	57,454,862
Cost of sales		(9,307,266)	(7,417,093)
Gross profit		52,557,884	50,037,769
Distribution costs		(3,237,233)	(2,994,221)
Administrative expenses		(18,189,268)	(18,728,620)
Exceptional item		· -	791,975
Operating profit	4	31,131,383	29,106,903
Interest receivable and similar income	6	9,767	3,094
Interest payable	7		(11,498)
Profit on ordinary activities before taxation		31,141,150	29,098,499
Tax on profit on ordinary activities	10	(5,847,183)	(5,394,350)
Profit for the financial year		25,293,967	23,704,149
Profit and loss account brought forward		79,457,020	60,702,871
Dividends paid		(9,950,000)	(4,950,000)
Profit and loss account carried forward		94,800,987	79,457,020

The above results were derived from continuing operations.

	Note	20 £		20 £	
Fixed assets					
Intangible fixed assets	11		505,956		595,162
Tangible fixed assets	12		13,764,731		14,353,905
Investments	13		87,463		97,363
			14,358,150		15,046,430
Current assets					
Debtors	14	46,595,280		42,476,756	
Cash at bank and in hand	15	41,721,088		29,428,039	
		88,316,368		71,904,795	
Creditors: Amounts falling due within one year	16	(7,163,555)		(6,895,584)	
Net current assets			81,152,813		65,009,211
Total assets less current liabilities			95,510,963		80,055,641
Provisions for liabilities	17		(708,976)		(597,621)
Net assets			94,801,987		79,458,020
Capital and reserves					
Called up share capital	18	1,000		1,000	
Profit and loss account	19	94,800,987		79,457,020	•
These financial statements were approved and	d autho	rised for issue b	94,801,987 y the director or	16/12/19	79,458,020

FML

F. X. J. Hester

Director

1 General information

The Phoenix Partnership (Leeds) Limited is a private company limited by shares and incorporated in England and Wales under company number 04077829.

The address of its registered office and principal place of business is: 129 Low Lane
Horsforth
Leeds
LS18 5PX

2 Summary of significant accounting policies

Basis of preparation

The financial statements have been prepared in accordance with applicable accounting standards including Financial Reporting Standard 102 (2015) "The Financial Reporting Standard applicable in the UK and Republic of Ireland" (FRS102) and the Companies Act 2006. The financial statements have been prepared on a going concern basis under the historical cost convention, modified to include certain items at fair value. The presentation currency is £ sterling.

The significant accounting policies applied in the preparation of these financial statements are set out below. These policies have been consistently applied to all years presented, unless otherwise stated.

Summary of disclosure exemptions

The company has taken advantage of the exemption under FRS102 paragraph 1.12 (b), from preparing a statement of cash flows and related party disclosures on the basis that under the reduced disclosure framework it is a qualifying entity and its ultimate parent company TPPH (Leeds) Limited, includes the company's cash flows in its own consolidated financial statements.

Group accounts not prepared

The company has not prepared group financial statements as it is exempt from the requirement under section 400 of the Companies Act 2006 as it is included in the consolidated financial statements of a larger group.

Key sources of estimation uncertainty

The preparation of the financial statements requires management to make estimates and assumptions concerning the future. The resulting accounting estimates and assumptions will, by definition, seldom equal the related actual results. There are no estimates or assumptions that have a significant risk of causing a material adjustment to the carrying amounts of assets and liabilities within the next financial year.

Turnover

Turnover from the rendering of services is recognised by reference to the stage of completion of the contract. The stage of completion of a contract is measured by comparing the costs incurred for work performed to date to the total estimated contract costs. If at the balance sheet date completion of the contract is dependent on external factors, then the revenue is recognised only when the event occurs. In such cases direct costs incurred up to the balance sheet date plus an overhead rate are recognised as revenue to the extent that they are recoverable.

Pension contributions

The company has a defined contribution pension scheme. The pension costs charged to the profit and loss account are the contributions payable in respect of the accounting period.

Taxation

The tax expense for the period comprises of current and deferred tax. Tax is recognised in profit or loss, except that a change attributable to an item of income or expense recognised as other comprehensive income is also recognised directly in other comprehensive income.

Current tax is recognised for the amount of corporation tax payable in respect of the taxable profit for the year using tax rates and laws that have been enacted or substantively enacted by the balance sheet date.

Deferred tax is recognised in respect of all timing differences that have originated but not reversed by the balance sheet date. Deferred tax assets are only 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 calculated using tax rates and laws that have been enacted or substantively enacted by the balance sheet date.

Intangible fixed assets

Amortisation is calculated to write down the cost less estimated residual value of all intangible assets over their expected useful lives. The annual rates and methods of depreciation are as follows;-

Amortisation

Asset class Amortisation method and rate

written off in year in which it is incurred or amortised over period

company benefits

Development costs

Tangible fixed assets

Tangible fixed assets are measured at cost less accumulated depreciation and any accumulated impairment losses.

Depreciation

Depreciation is calculated to write down the cost less estimated residual value of all tangible fixed assets, other than freehold land, over their expected useful lives. The annual rates and methods of depreciation are as follows:-

Asset class Depreciation method and rate

Leasehold improvements over life of lease

Office equipment 20% reducing balance basis

Computer equipment 33% straight line basis

Freehold building 4% straight line basis

Furniture, fixtures and fittings

25% reducing balance and 10% straight line basis

Impairment of fixed assets

At the balance sheet date, if there is an indication of possible impairment, the recoverable amount of any affected asset is estimated and compared to its carrying amount. If the estimated recoverable amount is lower, the carrying amount is reduced to its estimated recoverable amount, and an impairment loss is recognised in the profit and loss account. The reversal of an impairment loss is recognised immediately in the profit and loss.

Investments

Investments in equity shares which are not publicly traded and where fair value cannot be measured reliably are measured at cost less impairment.

Debtors

Short term debtors are measured at transaction price, less any impairment. Loans receivable are measured initially at fair value, net of transaction costs, and are subsequently measured at amortised cost using the effective interest method, less any impairment.

Cash and cash equivalents

Cash and cash equivalents comprise cash on hand and call deposits, and other short-term highly liquid investments that are readily convertible to a known amount of cash and are subject to an insignificant risk of change in value.

Creditors

Short term creditors are measured at transaction price. Other financial liabilities, including bank loans, are measured initially at fair value, net of transaction costs, and are subsequently measured at amortised cost using the effective interest method.

Research and development

Research expenditure is written off to the profit and loss account in the year in which it is incurred. Development expenditure is written off in the same way unless the directors are satisfied as to the technical, commercial and financial viability of individual projects. In this situation, the expenditure is deferred and amortised over the period during which the company is expected to benefit.

3 Turnover

The analysis of the company's turnover for the year from continuing operations is as follows:

		2019 £	2018 £
	Rendering of services	61,865,150	57,454,862
	The analysis of the company's turnover for the year by market is as follows:		
		2019 £	2018 £
	UK	61,865,150	57,454,862
4	Operating profit		
	Operating profit is stated after charging:		
		2019 £	2018 £
	Depreciation of tangible fixed assets	655,789	713,216
	Amortisation of intangible fixed assets	89,206	89,203
	Operating lease charges - plant and machinery	1,746,645	1,294,632
	Operating lease charges - other	1,887,840	620,224
	Other exceptional item		(791,975)

The exceptional item arose from a minor product defect which existed at the year ended 31 March 2016, since the provision was made the estimation has decreased.

5 Auditors' remuneration

	2019 £	2018 £
Audit of the financial statements	35,135	24,870
Other fees payable to auditor: All other assurance services	18,015	5,589

6	Interest receivable and similar income		
Ŭ	Therest reservable and similar mostile	2019	2018
		£	£
	Other interest receivable	9,767	3,094
7	Interest payable and similar charges		
		2019 £	2018 . £
	Other interest	<u>-</u>	11,498
8	Staff costs		
	Employee costs, including director, during the year:		
	Employee cools, molauming an octor, during the year.	2019 £	2018 £
	Wages and salaries	11,237;290	11,545,454
	Social security costs	1,348,968	1,421,402
	Other pension costs	108,615	57,107
		12,694,873	13,023,963
	The average number of persons employed by the company (including the director)	during the year	, analysed by
	category was as follows:	2019	2018
		No.	No.
	Administration	6	6
	Other	159	177
		165	183
9	Director's remuneration		•
•	The director's remuneration for the year was as follows:		
		2019 £	2018 £
	Salaries	349,345	349,345
	Benefits in kind	2,309	3,078
	Aggregate remuneration	351,654	352,423
	Pension contributions	804	392
		352,458	352,815
	Remuneration in respect of the highest paid director:		
		2019	2018
	Aggregate remuneration	£ 351,654	£ 352,423
	Aggregate remuneration		

	•	
10 Tax on profit on ordinary activities		
	2019 £	2018 £
Current taxation		
UK corporation tax	5,735,828	5,303,092
UK corporation tax adjustment to prior periods		(71,667)
	5,735,828	5,231,425
Deferred taxation		
Origination and reversal of timing differences	111,355	162,925
Tax on profit	5,847,183	5,394,350
The tax charge for the year is lower than (2018: lower than) the standard rate of corp (2018: 19%).	ooration tax in	the UK of 19%
The differences are reconciled below:		
	2019 £	2018 £
Profit before tax	31,141,150	29,098,499
Corporation tax at standard rate	5,916,818	5,528,715
Expenses not deductible for tax purposes	121,320	135,702
(Decrease)/Increase in UK and foreign current tax from adjustment for prior periods	-	(71,667)
Tax decrease arising from group relief	(190,955)	(198,400)
Total tax charge	5,847,183	5,394,350

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11 Intangible assets		
	Internally generated software development costs £	Total £
Cost or valuation		
At 1 April 2018	2,139,124	2,139,124
At 31 March 2019	2,139,124	2,139,124
Amortisation		
At 1 April 2018	1,543,962	1,543,962
Charge for the year	89,206	89,206
At 31 March 2019	1,633,168	1,633,168
Net book value		•
At 31 March 2018	595,162	595,162
At 31 March 2019	505,956	505,956
Intangible fixed assets with a net book value of £505,956 (2018: £595,162) are pledged the group.	as security fo	r liabilities of

12 Tangible fixed assets

	Land and buildings £	Computers £	Furniture, fittings and equipment £	Total £
Cost or valuation				
At 1 April 2018	15,209,563	664,625	417,787	16,291,975
Additions	237	17,500	48,878	66,615
At 31 March 2019	15,209,800	682,125	466,665	16,358,590
Depreciation				
At 1 April 2018	1,419,112	277,321	241,637	1,938,070
Charge for the year	511,838	96,319	47,632	655,789
At 31 March 2019	1,930,950	373,640	289,269	2,593,859
Net book value				
At 31 March 2018	13,790,451	387,304	176,150	14,353,905
At 31 March 2019	13,278,850	308,485	177,396	13,764,731

Revaluation

The fair value of the company's land and building was revalued on 31 July 2015 by an independent valuer. Had this class of asset been measured on a historical cost basis, their carrying amount would have been £25,549,605 (2018 - £25,549,367).

Tangible fixed assets with a net book value of £13,764,731 (2018: £14,353,905) are pledged as security for liabilities of the group .

13 Investments in subsidiaries

Investments in subsidiaries	2019 £ 87,463	2018 £ 97,363
Subsidiary undertakings		£
Cost		
At 1 April 2018		97,363
Disposals		(9,900)
At 31 March 2019		87,463
Carrying amount		
At 31 March 2019		87,463
At 31 March 2018		97,363

Details of undertakings

In the opinion of the director, the aggregate value of the company's investment in the subsidiary undertakings is no less than the amount included in the balance sheet.

Details of the investments in which the company holds 20% or more of the nominal value of any class of share capital are as follows:

Subsidiary undertakings	Description of holding	Proportion of holding	Principal activity
TPP Middle East FZ-LLC	Ordinary	100%	Dormant
Phoenix Smart Software Technology (Hangzhou) Co Ltd	Ordinary	100%	Provision of computer software and support

The aggregate amount of the total investment in the subsidiary undertakings, by way of the equity method of valuation, is £87,463

14 Debtors		
	2019 £	2018 £
Trade debtors	1,543,460	1,899,436
Amounts owed from group undertakings	41,803,931	38,002,781
Other debtors	89,881	-
Prepayments and accrued income	3,158,008	2,574,539
	46,595,280	42,476,756
15 Cash and cash equivalents		
	2019 £	2018 £
Cash on hand	21,135	16,112
Cash at bank	41,699,953	29,411,927
	41,721,088	29,428,039
16 Creditors: Amounts falling due within one year		
	2019 £	2018 £
Trade creditors	2,556,408	1,541,907
Social security and other taxes	399,075	557,839
Other creditors	484,779	276,192
Corporation tax	1,228,591	2,083,167
Accruals and deferred income	2,494,702	2,436,479
	7,163,555	6,895,584

17 Provisions				
· ·		·	Deferred tax £	Total £
At 1 April 2018			597,621	597,621
Increase in existing provisions	•		111,355	111,355
At 31 March 2019			708,976	708,976
Analysis of deferred tax is as follows:				
2019				£
Capital allowances in excess of depreciation			=	708,976
2018				£
Capital allowances in excess of depreciation			=	597,621
18 Share capital				
Allotted, called up and fully paid shares	•			
	2019 No.	£	2018 No.	£
Ordinary Shares of £1 each	1,000	1,000	1,000	1,000

19 Capital and reserves

Called-up share capital - represents the nominal value of shares that have been issued.

Profit and loss account - includes all current and prior period retained profits and losses.

20 Leasing commitments

Operating leases

The total of future minimum operating lease payments is as follows:

	2019 £	2018 £
Within one year	2,676,791	2,003,428
Between one and five years	3,150,120	1,869,807
	5,826,911	3,873,235

21 Pension and other schemes

Defined contribution pension scheme

The company operates a defined contribution pension scheme. The pension cost charge for the year represents contributions payable by the company to the scheme and amounted to £108,615 (2018 - £57,107).

22 Related party transactions

During the year there were advances to the director totalling £9,779,130 (2018: £nil) and repayments from the director totalling £9,744,297 (2018: £nil) in respect of loans with the company. At the balance sheet date of the current year the amount due from the director was £34,599. At the balance sheet date of the prior year the amount due to the director was £nil.

The loans were charged interest at 2.5% and repayable on demand.

23 Controlling party

The company's immediate parent is TPP Finance Limited, a company incorporated in England and Wales.

The ultimate parent is TPPH (Leeds) Limited, incorporated in England and Wales.

The most senior parent entity producing publicly available financial statements is TPPH (Leeds) Limited. These financial statements are available upon request from 129 Low Lane, Horsforth, LS18 5PX

The company is ultimately controlled by F X J Hester, as he owns all of the share capital in TPPH (Leeds) Limited.