Group Strategic Report, Report of the Directors and **Consolidated Financial Statements** For The Year Ended 30 September 2015

for

**Metia Group Limited** 

30/06/2016 COMPANIES HOUSE

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**DIRECTORS:** 

Mr S A Ellis

Mr P Burcher

SECRETARY:

Mr S A Ellis

**REGISTERED OFFICE:** 

77 Shaftesbury Avenue

London London W1D 5DU

**REGISTERED NUMBER:** 

04171401

**AUDITORS:** 

Giess Wallis Crisp LLP Registered Auditor 10-12 Mulberry Green Old Harlow

Essex **CM17 0ET** 

**BANKERS:** 

Coutts & Co 188 Fleet Street

London EC4A 2HT The directors present their strategic report of the company and the group for the year ended 30 September 2015.

### **REVIEW OF BUSINESS**

The Group has continued to trade successfully during 2015. This is due to the fundamental strengths of the business in terms of our differentiated service offerings, committed client base, talented employees and global capabilities.

These factors, coupled with effective financial controls and detailed reporting, have resulted in continued profits in 2015. We thank our dedicated workforce for their efforts in the past year.

### PRINCIPAL RISKS AND UNCERTAINTIES

The Group is keen to maximise sales and profitability while taking a sensible approach to risk. We aim to be diverse in our revenue streams, including the contributions from individual clients and geographic locations. We manage our cash balances conservatively, retaining considerable positive balances.

### **KEY PERFORMANCE INDICATORS**

Gross profit margin: 81.74% (2014: 82.16%)

Group Margins are consistent over the years.

Debtors days: 80.95 days (2014: 77.61 days)

Debtor days have increased during the year.

Liquidity: 309.36% (2014: 265.91%)

Group cash balances have increased during the year.

### **EMPLOYMENT**

Metia Group Ltd is an equal opportunities employer. The group also seeks to actively involve the employees in the performance of the company.

### ON BEHALF OF THE BOARD:

Mr S A Ellis - Secretary

28 June 2016

### Report of the Directors For The Year Ended 30 September 2015

The directors present their report with the financial statements of the company and the group for the year ended 30 September 2015.

### **DIVIDENDS**

The total distribution of dividends for the year ended 30 September 2015 will be £46,214.

### **FUTURE DEVELOPMENTS**

The group will continue to develop its range of services for the coming year with a view to further growth.

### **DIRECTORS**

The directors shown below have held office during the whole of the period from 1 October 2014 to the date of this report.

Mr S A Ellis Mr P Burcher

Other changes in directors holding office are as follows:

Mr L W McKeever - resigned 31 January 2015

### 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 the group and of the profit or loss of the group 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 and the group's transactions and disclose with reasonable accuracy at any time the financial position of the company and the group 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 the group and hence for taking reasonable steps for the prevention and detection of fraud and other irregularities.

## 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 group'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 group's auditors are aware of that information.

### **AUDITORS**

The auditors, Giess Wallis Crisp LLP, will be proposed for re-appointment at the forthcoming Annual General Meeting.

ON BEHALF OF THE BOARD:

Mr S A Ellis - Secretary

28 June 2016

We have audited the financial statements of Metia Group Limited for the year ended 30 September 2015 on pages five to sixteen. 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 group's and the parent 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 Group 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 group's and of the parent company's affairs as at 30 September 2015 and of the group's 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 Group 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.

### 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 by the parent company, or returns adequate for our audit have not been received from branches not visited by us; or
- the parent company 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.

Michael Wallis FCA (Senior Statutory Auditor) for and on behalf of Giess Wallis Crisp LLP

U. Wolls

Registered Auditor 10-12 Mulberry Green Old Harlow

Essex CM17 0ET

28 June 2016

## Consolidated Profit and Loss Account For The Year Ended 30 September 2015

1	Notes	2015 £	2014 £
TURNOVER	2	11,738,310	11,516,467
Cost of sales		2,143,419	2,054,401
GROSS PROFIT		9,594,891	9,462,066
Administrative expenses		8,888,403	9,346,603
		706,488	115,463
Other operating income		156,362	16,307
OPERATING PROFIT	4	862,850	131,770
Interest receivable and similar income		1,568	1,173
PROFIT ON ORDINARY ACTIVITIES BEFOR	RE	864,418	132,943
Tax on profit on ordinary activities	5	226,550	108,918
PROFIT FOR THE FINANCIAL YEAR FOR THE GROUP		637,868	24,025

### **CONTINUING OPERATIONS**

None of the group's activities were acquired or discontinued during the current year or previous year.

## TOTAL RECOGNISED GAINS AND LOSSES

The group has no recognised gains or losses other than the profits for the current year or previous year.

# Consolidated Balance Sheet 30 September 2015

		201	5	2014	4
	Notes	£	£	£	£
FIXED ASSETS					
Tangible assets	8		121,813		138,544
Investments	9				
			121,813		138,544
CURRENT ASSETS					
Debtors	10	3,211,597		3,113,627	
Cash at bank and in hand		2,673,328		2,134,158	
		5,884,925		5,247,785	
CREDITORS	4.4	4 000 000		4 070 507	
Amounts falling due within one year	11	1,902,262		1,973,507	
NET CURRENT ASSETS			3,982,663		3,274,278
TOTAL ASSETS LESS CURRENT LIABILITIES			4,104,476		3,412,822
PROVISIONS FOR LIABILITIES	13		100,000		-
NET ASSETS			4,004,476		3,412,822
CAPITAL AND RESERVES					
Called up share capital	14		7,123		7,123
Capital redemption reserve	15		2,877		2,877
Profit and loss account	15		3,994,476		3,402,822
SHAREHOLDERS' FUNDS	18		4,004,476		3,412,822

The financial statements were approved by the Board of Directors on 28 June 2016 and were signed on its behalf by:

Mr S A Ellis - Director

## Company Balance Sheet 30 September 2015

		2015	•	2014	
	Notes	£	£	£	£
FIXED ASSETS					
Tangible assets	8		-		-
Investments	9		13,180		13,180
			13,180		13,180
CURRENT ASSETS					
Debtors	10	259,935		259,935	
Cash at bank		131,340		125,432	
		391,275		385,367	
CREDITORS		001,210		000,007	
Amounts falling due within one year	11	8,180		8,180	
NET CURRENT ASSETS			383,095	<u>——</u>	377,187
TOTAL ASSETS LESS CURRENT					
LIABILITIES			396,275		390,367
CAPITAL AND RESERVES					
Called up share capital	14		7,123		7,123
Capital redemption reserve	15		2,877		2,877
Profit and loss account	15		386,275		380,367
SHAREHOLDERS' FUNDS	18		396,275		390,367

The financial statements were approved by the Board of Directors on 28 June 2016 and were signed on its behalf by:

Mr S A Ellis - Director

## Consolidated Cash Flow Statement For The Year Ended 30 September 2015

	Notes	2015 £	2014 £
Net cash inflow/(outflow)		•	
from operating activities	1	729,619	(217,848)
Returns on investments and			
servicing of finance	2	1,568	1,173
Taxation		(102,840)	(177,441)
Capital expenditure	2	(42,963)	(120,727)
Equity dividends paid		(46,214)	-
		539,170	(514,843)
Financing	2	-	(2,877)
Increase/(decrease) in cash in the pe	eriod	539,170	(517,720)
Reconciliation of net cash flow to movement in net funds	3	· · · · · · · · · · · · · · · · · · ·	
Increase/(decrease) in cash in the period	•	539,170	(517,720)
Change in net funds resulting			
from cash flows		539,170	(517,720)
Movement in net funds in the period		539,170	(517,720)
Net funds at 1 October		2,134,158	2,651,878
Net funds at 30 September		2,673,328	2,134,158

1.	RECONCILIATION OF OPERATING PROFIT TO NET CASH INFO	LOW/(OUTFLOW	) FROM OPERA	TING
			2015 £	2014 £
	Operating profit Depreciation charges		862,850 59,693	131,770 61,662
	Sale of shareholding Purchase of own shares		-	(1,050,000) 2,877
	Dilapidation provision		100,001	2,077
	(Increase)/decrease in debtors (Decrease)/increase in creditors		(103,570) (189,355)	293,722 342,121
	(Decrease)/increase in creditors		(169,355)	
	Net cash inflow/(outflow) from operating activities		729,619	(217,848)
2.	ANALYSIS OF CASH FLOWS FOR HEADINGS NETTED IN THE	CASH FLOW ST	ATEMENT	
			2015	2014
	Deturns on investments and consistent of finance		£	£
	Returns on investments and servicing of finance Interest received		1,568	1,173
	Net cash inflow for returns on investments and servicing of fire	nance	1,568	1,173
	Capital expenditure		(40.000)	(100 707)
	Purchase of tangible fixed assets		(42,963)	(120,727)
	Net cash outflow for capital expenditure		(42,963)	(120,727)
	Financing			
	Share issue			(2,877)
	Net cash outflow from financing		-	(2,877)
3.	ANALYSIS OF CHANGES IN NET FUNDS			
		At 1/10/14 £	Cash flow £	At 30/9/15 £
	Net cash:			
	Cash at bank and in hand	2,134,158	539,170 ———	2,673,328
		2,134,158	539,170	2,673,328
	Total	2,134,158	539,170	2,673,328
		<del></del>		

### 1. ACCOUNTING POLICIES

### Accounting convention

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

### Basis of consolidation

The company and its subsidiaries comprise a medium sized group. The company has therefore prepared group accounts including 100% of its subsidiaries.

The company and its subsidiaries have uniform accounting policies. The subsidiary companies prepare their accounts in the local currency. The group accounts have been prepared using the rate ruling at the balance sheet date to retranslate the accounts into Sterling in accordance with SSAP 20 in order to consolidate.

The group has taken advantage of Section 408 of the Companies Act 2006, to not include an unconsolidated profit and loss account of the parent company in these consolidated accounts.

The group has also taken advantage of the reduced disclosure provisions of FRS8.

### **Turnover**

Turnover represents net invoiced sales of goods, excluding value added tax.

### Tangible fixed assets

Depreciation is provided at the following annual rates in order to write off each asset over its estimated useful life.

Improvements to property

10% on cost

Plant and machinery

- 20% on cost

Fixtures and fittings

33% on cost

#### Deferred tax

Deferred tax is recognised in respect of all timing differences that have originated but not reversed at the balance sheet date.

## Hire purchase and leasing commitments

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 group operates a defined contribution pension scheme. Contributions payable to the group's pension scheme are charged to the profit and loss account in the period to which they relate.

### Management of liquid resources

Liquid resources comprise cash at bank and in hand, debtors and stock, demand deposits with banks and other financial institutions, short-term, highly liquid investments that are readily convertible into known amounts of cash and which are subject to an insignificant risk of changes in value, having been within three months of maturity at acquisition.

2.	TURNOVER		
	The turnover and profit before taxation are attributable to the one principal activity	y of the group.	
	An analysis of turnover by class of business is given below:		
		2015 £	2014 £
	United Kingdom Europe Rest of the World	4,778,598 775,114 6,184,598	5,410,292 278,817 5,827,358
	Nest of the world	11,738,310	11,516,467
		<del></del>	
3.	STAFF COSTS	2015 £	2014 £
	Wages and salaries Social security costs	5,874,145 587,860	6,583,056 643,905
	Other pension costs	25,577	9,455
		6,487,582	7,236,416
	The average monthly number of employees during the year was as follows:	2015	2014
	Management	8	7
	Administration Production	12 47	13 57
	Selling	<u>53</u>	48
		<u> 120</u>	125 ———
4.	OPERATING PROFIT		
	The operating profit is stated after charging/(crediting):		
		2015 £	2014 £
	Other operating leases	849,362	922,483
	Depreciation - owned assets Auditors' remuneration	59,694 19,825	61,661 24,000
	Foreign exchange differences	(212,687)	(13,830)
	Directors' remuneration	250,100	500,100
	Information regarding the highest paid director is as follows:	2015	2014
	Emoluments etc	£ 150,000	£ 400,000 ———

TAXATION		
Analysis of the tax charge		
The tax charge on the profit on ordinary activities for the year was as follows:		
	2015	2014
Ourse at the	£	£
Current tax: UK corporation tax		65
Foreign tax	226,550	108,853
1 oroigin tax		
Tax on profit on ordinary activities	226,550	108,918
Factors affecting the tax charge		
The tax assessed for the year is higher than the standard rate of corporation explained below:	tax in the UK. TI	he difference
	0045	
	2015	2014
	£	£
Profit on ordinary activities before tax		-
Profit on ordinary activities	£	£
Profit on ordinary activities multiplied by the standard rate of corporation tax	£ 864,418	£ 132,943
Profit on ordinary activities	£	£ 132,943
Profit on ordinary activities multiplied by the standard rate of corporation tax in the UK of 20% (2014 - 20%)  Effects of:	£ 864,418 ————————————————————————————————————	£ 132,943 ————————————————————————————————————
Profit on ordinary activities multiplied by the standard rate of corporation tax in the UK of 20% (2014 - 20%)  Effects of: Expenses not deductible for tax purposes	£ 864,418 ————————————————————————————————————	£ 132,943 26,589 4,063
Profit on ordinary activities multiplied by the standard rate of corporation tax in the UK of 20% (2014 - 20%)  Effects of: Expenses not deductible for tax purposes Depreciation in excess of capital allowances	£ 864,418 ————————————————————————————————————	£ 132,943 26,589
Profit on ordinary activities multiplied by the standard rate of corporation tax in the UK of 20% (2014 - 20%)  Effects of: Expenses not deductible for tax purposes	£ 864,418 ————————————————————————————————————	£ 132,943 26,589 4,063
Profit on ordinary activities multiplied by the standard rate of corporation tax in the UK of 20% (2014 - 20%)  Effects of: Expenses not deductible for tax purposes Depreciation in excess of capital allowances Utilisation of tax losses	£ 864,418 ————————————————————————————————————	£ 132,943 26,589 4,063 2,166
Profit on ordinary activities multiplied by the standard rate of corporation tax in the UK of 20% (2014 - 20%)  Effects of: Expenses not deductible for tax purposes Depreciation in excess of capital allowances Utilisation of tax losses	£ 864,418 ————————————————————————————————————	£ 132,943 26,589 4,063

## 6

As permitted by Section 408 of the Companies Act 2006, the Profit and Loss Account of the parent company is not presented as part of these financial statements. The parent company's profit for the financial year was £5,908 (2014) - £(1,317) loss).

#### 7. **DIVIDENDS**

	2015	2014
	£	£
Ordinary shares of 0.1p each		
Interim	46,214	-

•	TANGIBLE FIXED ASSETS				
	Group	Improvements		Fixtures	
		to property £	Plant and machinery £	and fittings £	Totals £
	COST At 1 October 2014 Additions	182,284	831,867 42,963	390,324 -	1,404,475 42,963
	At 30 September 2015	182,284	874,830	390,324	1,447,438
	DEPRECIATION At 1 October 2014	145,825	729,782	390,324	1,265,931
	Charge for year	18,229	41,465	-	59,694
	At 30 September 2015	164,054	771,247	390,324	1,325,625
	NET BOOK VALUE At 30 September 2015	18,230	103,583	-	121,813
	At 30 September 2014	36,459	102,085	-	138,544
	FIXED ASSET INVESTMENTS				
	Company				Chamas i
					Shares in group undertakir £
	COST				~
	At 1 October 2014 and 30 September 2015				13,180
	NET BOOK VALUE At 30 September 2015				13,180
	At 30 September 2014		-		13,180
	The group or the company's investments	at the Balance Sheet da	ite in the share o	capital of compa	nies include
	following:				
	following: Subsidiaries				
	-				
	Subsidiaries  Metia Limited Nature of business: Marketing communications Class of shares:	hole	% ding 0.00		
	Subsidiaries  Metia Limited  Nature of business: Marketing communication	hole		2015 £	2014 £

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9.	FIXED ASSET INVESTMENTS - continued				
	Metia Solutions Inc Country of incorporation: USA				
	Nature of business: Marketing communications	s consultants			
	The state of the s	o concunanto	%		
	Class of shares:		olding		
	Ordinary	1	00.00		
				2015	2014
	Aggregate conital and recognice			£	£ 2,075,326
	Aggregate capital and reserves Profit for the year	·		2,755,413 952,851	318,949
	Tolk for the year			=====	
	Metia Pte Limited				
	Country of incorporation: Singapore				
	Nature of business: Public relations and market	eting services,	0/		
	Class of shares:	h	% olding		
	Ordinary		00.00		
	,			2015	2014
				£	£
	Aggregate capital and reserves			15,222	(44,221)
	Profit for the year			59,443 ———	55,228 ———
10.	DEBTORS: AMOUNTS FALLING DUE WITHI		oup	Com	pany
		2015	2014	2015	2014
	<b>T</b> 1 114	£	£	£	£
	Trade debtors	2,603,457	2,448,894	259,935	259,935
	Amounts owed by group undertakings Other debtors	5,638	6,922	239,933	209,930
	Corporation tax recoverable	161,820	167,420	-	_
	Prepayments and accrued income	440,682	490,391		
		3,211,597	3,113,627	259,935	259,935
11.	CREDITORS: AMOUNTS FALLING DUE WIT				
			roup		pany
		2015	2014	2015	2014 £
	Trade creditors	£ 342,402	£ 240,117	£	L
	Tax	226,550	108,440	-	-
	Social security and other taxes	80,553	81,556	_	-
	VAT	92,750	59,334	-	-
	Other creditors	8,317	7,865	3,180	3,180
	Accruals and deferred income	1,151,690	1,476,195	5,000	5,000
		1,902,262	1,973,507	8,180	8,180
12.	SECURED DEBTS				

13.	PROVISIONS FOR LIABILITIES			
	Other provisions		Gro 2015 £ 100,000	up 2014 £ -
	Aggregate amounts		100,000	-
14.	CALLED UP SHARE CAPITAL			
	Allotted, issued and fully paid: Number: Class: 7,123,000 Ordinary	Nominal value: 0.1p	2015 £ 7,123	2014 £ 7,123
15.	RESERVES			
	Group	Profit and loss account £	Capital redemption reserve £	Totals £
	At 1 October 2014 Profit for the year Dividends	3,402,822 637,868 (46,214)	2,877	3,405,699 637,868 (46,214)
	At 30 September 2015	3,994,476	2,877	3,997,353
	Company	Profit and loss account £	Capital redemption reserve £	Totals £
	At 1 October 2014 Profit for the year	380,367 5,908	2,877	383,244 5,908
	At 30 September 2015	386,275	2,877	389,152

## 16. ULTIMATE PARENT COMPANY

Metia Group Limited is regarded by the directors as being the company's ultimate parent company.

## 17. ULTIMATE CONTROLLING PARTY

The controlling party is S A Ellis.

## 18. RECONCILIATION OF MOVEMENTS IN SHAREHOLDERS' FUNDS

Group	2015	2014
	£	£
Profit for the financial year Dividends	637,868 (46,214)	24,025
Payments to acquire own shares Inter-company investment Exchange rate movement	-	(1,050,000)
Net addition/(reduction) to shareholders' funds Opening shareholders' funds	591,654 3,412,822	(1,025,975) 4,438,797
Closing shareholders' funds	4,004,476	3,412,822
Company	2015 £	2014 £
Profit/(loss) for the financial year Payments to acquire own shares	5,908 -	(1,317) (1,050,000)
Net addition/(reduction) to shareholders' funds Opening shareholders' funds	5,908 390,367	(1,051,317) 1,441,684
Closing shareholders' funds	396,275	390,367