# GROUP STRATEGIC REPORT, REPORT OF THE DIRECTORS AND CONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED 30TH JUNE 2014 FOR ACADEMIA LIMITED

WEDNESDAY



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#### COMPANY INFORMATION for the year ended 30th June 2014

**DIRECTORS:** 

M C Bacon B A (Hons)

A R Atkinson B Sc (Hons)

C Eaton

M McCormack

SECRETARY:

M C Bacon B A (Hons)

**REGISTERED OFFICE:** 

8 Kinetic Crescent

Innova Park

Enfield EN3 7XH

**REGISTERED NUMBER:** 

04771037 (England and Wales)

SENIOR STATUTORY AUDITOR:

P G Harris ACA FCCA

**AUDITORS:** 

Chegwidden & Co Statutory Auditors Chartered Accountants Priestley House

Priestley Gardens
Chadwell Heath

Essex RM6 4SN

## GROUP STRATEGIC REPORT for the year ended 30th June 2014

The directors present their strategic report of the company and the group for the year ended 30th June 2014.

#### **REVIEW OF BUSINESS**

The results for the year and the financial position of the Company are as shown in the annexed financial statements.

#### PRINCIPAL RISKS AND UNCERTAINTIES

The management of the business and the execution of the company's strategy are subject to a number of risks.

The key business risks and uncertainties affecting the company are considered to relate to competition from both national and independent businesses, employee retention and product availability.

#### **KEY PERFORMANCE INDICATORS ("KPI")**

Given the straightforward nature of the business, the company's directors are of the opinion that analysis using KPIs is not necessary for an understanding of the development, performance or position of the business.

#### THE EURO

The impact of the Euro is considered generally by the company. Although the impact of the changeover to the Euro is not currently anticipated, this issue is being closely monitored.

#### ON BEHALF OF THE BOARD:

M C Bacon B A (Hons) - Secretary

Date: 17/10/14

## REPORT OF THE DIRECTORS for the year ended 30th June 2014

The directors present their report with the financial statements of the company and the group for the year ended 30th June 2014.

#### PRINCIPAL ACTIVITY

The principal activity of the group in the year under review was that of supplying computer equipment and software.

#### DIVIDENDS

No dividends will be distributed for the year ended 30th June 2014.

#### **DIRECTORS**

The directors shown below have held office during the whole of the period from 1st July 2013 to the date of this report.

M C Bacon B A (Hons) A R Atkinson B Sc (Hons) C Eaton M McCormack

#### 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, Chegwidden & Co, will be proposed for re-appointment at the forthcoming Annual General Meeting.

ON BEHALF OF THE BOARD:

M C Bacon B A (Hons) - Secretary

17/10/14

Date: .....

### REPORT OF THE INDEPENDENT AUDITORS TO THE MEMBERS OF ACADEMIA LIMITED

We have audited the financial statements of Academia Limited for the year ended 30th June 2014 on pages six to twenty one. The financial reporting framework that has been applied in their preparation is applicable law and United Kingdom Accounting Standards (United Kingdom Generally Accepted Accounting Practice).

This report is made solely to the company's members, as a body, in accordance with Chapter 3 of Part 16 of the Companies Act 2006. Our audit work has been undertaken so that we might state to the company's members those matters we are required to state to them in a Report of the Auditors and for no other purpose. To the fullest extent permitted by law, we do not accept or assume responsibility to anyone other than the company and the company's members as a body, for our audit work, for this report, or for the opinions we have formed.

#### Respective responsibilities of directors and auditors

As explained more fully in the Statement of Directors' Responsibilities set out on page three, the directors are responsible for the preparation of the financial statements and for being satisfied that they give a true and fair view. Our responsibility is to audit and express an opinion on the financial statements in accordance with applicable law and International Standards on Auditing (UK and Ireland). Those standards require us to comply with the Auditing Practices Board's Ethical Standards for Auditors.

#### Scope of the audit of the financial statements

An audit involves obtaining evidence about the amounts and disclosures in the financial statements sufficient to give reasonable assurance that the financial statements are free from material misstatement, whether caused by fraud or error. This includes an assessment of: whether the accounting policies are appropriate to the 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 30th June 2014 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.

## REPORT OF THE INDEPENDENT AUDITORS TO THE MEMBERS OF ACADEMIA 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 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.

P G Harris ACA FCCA (Senior Statutory Auditor)

for and on behalf of Chegwidden & Co

**Statutory Auditors** 

Chartered Accountants

Priestley House

Priestley Gardens

Chadwell Heath

Essex

RM6 4SN

Date: 21/10/2014

## CONSOLIDATED PROFIT AND LOSS ACCOUNT for the year ended 30th June 2014

|  |       | 201                 | 4          | 2013                | 3          |
|--|-------|---------------------|------------|---------------------|------------|
|  | Notes | £                   | £          | £                   | £          |
| TURNOVER   |       |                     | 43,638,620 |                     | 37,158,635 |
| Cost of sales  |       |                     | 38,225,639 |                     | 33,157,040 |
| GROSS PROFIT   |       |                     | 5,412,981  |                     | 4,001,595  |
| Distribution costs Administrative expenses                                 |       | 53,301<br>4,956,316 |            | 37,024<br>3,748,880 |            |
| ·  |       |                     | 5,009,617  | <u> </u>            | 3,785,904  |
|  |       |                     | 403,364    |                     | 215,691    |
| Other operating income   |       |                     | 10,053     |                     | 1,532      |
| OPERATING PROFIT   | 3     |                     | 413,417    |                     | 217,223    |
| Income from fixed asset investments Interest receivable and similar income |       | 7,367<br>5,292      |            | 5,800               |            |
|  |       |                     | 12,659     |                     | 5,800      |
|  |       |                     | 426,076    |                     | 223,023    |
| Amounts written off investments  | 4     |                     | 6,000      |                     |            |
|  |       |                     | 420,076    |                     | 223,023    |
| Interest payable and similar charges                                       | 5     |                     | 51,397     |                     |            |
| PROFIT ON ORDINARY ACTIVITIES BEFORE TAXATION                              |       |                     | 368,679    |                     | 223,023    |
| Tax on profit on ordinary activities                                       | 6     |                     | 37,369     |                     | 54,207     |
| PROFIT ON ORDINARY ACTIVITIES AFTER TAXATION                               |       |                     | 331,310    |                     | 168,816    |
| Minority interest - equity   |       |                     | 48,539     |                     | (43,359)   |
| RETAINED PROFIT FOR THE GROUP CARRIED FORWARD                              |       |                     | 282,771    |                     | 212,175    |

#### **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.

#### **ACADEMIA LIMITED (REGISTERED NUMBER: 04771037)**

## CONSOLIDATED BALANCE SHEET 30th June 2014

|       | 2014   |  | 2013   |  |
|-------|--|--|--|--|
| Notes | £  | £  | £  | £  |
|       |  |  |  | 40.001   |
|       |  |  |  | 40,001   |
|       |  |  |  | 310,092<br>48,746  |
| 10    |  |  |  |  |
|       |  | 421,781  |  | 398,839  |
|       |  |  |  |  |
|       |  |  |  |  |
| 12    |  |  |  |  |
|       | 1,813,463  |  | 833,018  |  |
|       | 6,829,800  |  | 6,135,946  |  |
| 13    | 5,524,424  |  | 5,268,876  |  |
|       |  | 1,305,376  |  | 867,070  |
|       |  |  |  |  |
|       |  | 1,727,157  |  | 1,265,909  |
| 17    |  | (46,930)   |  | (33,806)   |
| 18    |  | (116,785)  |  | -  |
| 19    |  | (5,599)  |  | 42,969   |
|       |  | 1,557,843  |  | 1,275,072  |
|       |  |  |  |  |
|       |  |  |  |  |
| 20    |  | 1,111  |  | 1,111  |
|       |  | 139  |  | 139  |
| 21    |  | 1,556,593  |  | 1,273,822  |
| 26    |  | 1,557,843  |  | 1,275,072  |
|       | 8<br>9<br>10<br>11<br>12<br>13<br>17<br>18<br>19 | Notes  8 9 10  11 155,190 12 4,861,147 1,813,463 6,829,800  13 5,524,424  17 18 19 | 8       34,001         9       345,034         42,746       42,746         421,781       421,781         11       155,190         12       4,861,147         1,813,463       6,829,800         13       5,524,424         17       (46,930)         18       (116,785)         19       (5,599)         1,557,843       139         20       1,111         21       139         21       1,556,593 | Notes  £ £ £ £ 8 34,001 9 345,034 42,746 421,781  11 155,190 12 4,861,147 1,813,463 6,829,800 6,135,946  13 5,524,424 5,268,876  1,727,157  17 (46,930) 18 (116,785) 19 (5,599) 1,557,843  20 21 21 21 21 21 21 21 21 21 21 21 21 21 |

M C Bacon B A (Hons) - Director

C Eaton - Director

#### **ACADEMIA LIMITED (REGISTERED NUMBER: 04771037)**

## COMPANY BALANCE SHEET 30th June 2014

|                                     |       | 2014      |           | 2013      |           |
|-------------------------------------|-------|-----------|-----------|-----------|-----------|
|                                     | Notes | £         | £         | £         | £         |
| FIXED ASSETS                        |       |           |           |           |           |
| Intangible assets                   | 8     |           | 34,001    |           | 40,001    |
| Tangible assets                     | 9     |           | 325,034   |           | 310,092   |
| Investments                         | 10    |           | 43,256    |           | 49,256    |
|                                     |       |           | 402,291   |           | 399,349   |
| CURRENT ASSETS                      |       |           |           |           |           |
| Stocks                              | 11    | 155,190   |           | 279,931   |           |
| Debtors                             | 12    | 5,155,049 |           | 5,249,586 |           |
| Cash at bank and in hand            |       | 1,516,941 |           | 703,588   |           |
|                                     |       | 6,827,180 |           | 6,233,105 |           |
| CREDITORS                           | 13    | 5 519 202 |           | 5 266 977 |           |
| Amounts falling due within one year | 13    | 5,518,203 |           | 5,266,877 |           |
| NET CURRENT ASSETS                  |       |           | 1,308,977 |           | 966,228   |
| TOTAL ASSETS LESS CURRENT           |       |           |           |           |           |
| LIABILITIES                         |       |           | 1,711,268 |           | 1,365,577 |
| PROVISIONS FOR LIABILITIES          | 17    | •         | (42,930)  |           | (33,806)  |
| ACCRUALS AND DEFERRED INCOME        | 18    |           | (116,785) |           | -         |
| NET ASSETS                          |       |           | 1,551,553 |           | 1,331,771 |
|                                     |       |           |           | •         |           |
| CAPITAL AND RESERVES                |       |           |           |           |           |
| Called up share capital             | 20    |           | 1,111     |           | 1,111     |
| Capital redemption reserve          | 21    |           | 139       |           | 139       |
| Profit and loss account             | 21    |           | 1,550,303 |           | 1,330,521 |
| SHAREHOLDERS' FUNDS                 | 26    |           | 1,551,553 |           | 1,331,771 |
|                                     |       |           |           |           | ====      |

The financial statements were approved by the Board of Directors on 17/10/14 and were signed on its behalf by:

M C Bacon B A (Hons) - Director

C Eaton - Director

# CONSOLIDATED CASH FLOW STATEMENT for the year ended 30th June 2014

|  | Nistes | 2014               | 2013                |
|--|--------|--------------------|---------------------|
| Net cash inflow  | Notes  | £                  | £                   |
| from operating activities  | 1      | 957,590            | 1,943,895           |
| Returns on investments and servicing of finance                  | 2      | (38,738)           | 5,800               |
| Taxation   |        | (53,880)           | (34,366)            |
| Capital expenditure  | 2      | (199,517)          | (230,337)           |
|  |        | 665,455            | 1,684,992           |
| Financing  | 2      | 24,492             | (11,883)            |
| Increase in cash in the period                                   |        | 689,947<br>———     | 1,673,109           |
| Reconciliation of net cash flow                                  |        |                    |                     |
| to movement in net funds   | 3      |                    |                     |
| Increase in cash in the period                                   |        | 689,947            | 1,673,109           |
| Change in net funds resulting                                    |        |                    |                     |
| from cash flows  |        | 689,947            | 1,673,109           |
| Movement in net funds in the period                              | L      | 689,947            | 1,673,109           |
| Net funds/(debt) at 1st July                                     |        | 807,407            | (865,702)           |
| Net funds at 30th June   |        | 1,497,354          | 807,407             |
| Movement in net funds in the period Net funds/(debt) at 1st July | l      | 689,947<br>807,407 | 1,673,10<br>(865,70 |

## NOTES TO THE CONSOLIDATED CASH FLOW STATEMENT for the year ended 30th June 2014

#### 1. RECONCILIATION OF OPERATING PROFIT TO NET CASH INFLOW FROM OPERATING ACTIVITIES

|    |  |               | 2014                | 2013      |
|----|--|---------------|---------------------|-----------|
|    |  |               | £                   | £         |
|    | Operating profit   |               | 413,417             | 217,223   |
|    | Depreciation charges   |               | 170,574             | 127,119   |
|    | Decrease/(increase) in stocks                                      |               | 124,741             | (85,931)  |
|    | Decrease/(increase) in debtors                                     |               | 125,551             | (720,790) |
|    | Increase in creditors  |               | 123,307             | 2,406,274 |
|    | Net cash inflow from operating activities                          |               | 957,590             | 1,943,895 |
| 2. | ANALYSIS OF CASH FLOWS FOR HEADINGS NETTED IN T                    | THE CASH FLOW | V STATEMENT         |           |
|    |  |               | 2014                | 2013      |
|    |  |               | £                   | £         |
|    | Returns on investments and servicing of finance                    |               | ~                   | ~         |
|    | Interest received  |               | 5,292               | 5,800     |
|    | Interest paid  |               | (51,397)            | 5,000     |
|    | Dividends received   |               | 7,367               | -         |
|    | 2  |               |                     |           |
|    | Net cash (outflow)/inflow for returns on investments and servicing | g of finance  | (38,738)            | 5,800     |
|    | Capital expenditure  |               |                     |           |
|    | Purchase of tangible fixed assets                                  |               | (199,517)           | (230,337) |
|    | Net cash outflow for capital expenditure                           |               | (199,517)<br>====== | (230,337) |
|    | Financia   |               |                     |           |
|    | Financing  |               | 74 407              | 105 (20   |
|    | Amount introduced by directors                                     |               | 74,427              | 105,620   |
|    | Amount withdrawn by directors                                      |               | (49,935)            | (117,503) |
|    | Net cash inflow/(outflow) from financing                           |               | 24,492<br>=====     | (11,883)  |
| 3. | ANALYSIS OF CHANGES IN NET FUNDS                                   |               |                     |           |
|    |  |               |                     | At        |
|    |  | At 1.7.13     | Cash flow           | 30.6.14   |
|    |  | £             | £                   | £         |
|    | Net cash:  |               |                     |           |
|    | Cash at bank and in hand   | 833,018       | 980,445             | 1,813,463 |
|    | Bank overdrafts  | (25,611)      | (290,498)           | (316,109) |
|    |  | 807,407       | 689,947             | 1,497,354 |
|    |  |               |                     |           |
|    | Total  | 807,407       | 689,947             | 1,497,354 |
|    |  |               |                     |           |

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS for the year ended 30th June 2014

#### 1. ACCOUNTING POLICIES

#### Accounting convention

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

#### Turnover

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

#### Goodwill

Goodwill, being the amount paid in connection with the acquisition of a business in 2010, is being amortised evenly over its estimated useful life of ten years.

#### Tangible fixed assets

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

Fixtures and fittings Computer equipment 33% on cost

- 33% on cost

#### Stocks

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

#### Deferred tax

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.

#### 2. STAFF COSTS

|   | 2014      | 2013        |
|---|-----------|-------------|
|   | £         | £           |
| Wages and salaries  | 2,859,596 | 2,349,082   |
| Social security costs   | 302,038   | 248,602     |
| Other pension costs   | 27,740    | 21,128      |
|   | 3,189,374 | 2,618,812   |
| The average monthly number of employees during the year was as follows: |           |             |
|   | 2014      | 2013        |
| General   | 95        | 78          |
|   |           | <del></del> |

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS - continued for the year ended 30th June 2014

#### 3. **OPERATING PROFIT**

The operating profit is stated after charging:

|    |   | 2014<br>£                   | 2013<br>£                  |
|----|---|-----------------------------|----------------------------|
|    | Other operating leases Depreciation - owned assets Goodwill amortisation                                    | 110,478<br>164,575<br>6,000 | 93,320<br>121,119<br>6,000 |
|    | Auditors' remuneration  | 8,030                       | 8,000                      |
|    | Directors' remuneration Directors' pension contributions to money purchase schemes                          | 175,918<br>6,600            | 127,075<br>6,600           |
|    | The number of directors to whom retirement benefits were accruing was as follows:                           |                             |                            |
|    | Money purchase schemes  | 2                           | 2                          |
| 4. | AMOUNTS WRITTEN OFF INVESTMENTS   | 2014                        | 2013                       |
|    | Amounts w/o invs  | £<br>6,000                  | £                          |
| 5. | INTEREST PAYABLE AND SIMILAR CHARGES  | 2014                        | 2013                       |
|    |   | £                           | £                          |
|    | Loan Interest payable   | 43,118<br>431               | -                          |
|    | Fines and Penalties   | 7,848                       | -                          |
|    |   | 51,397                      | -                          |
| 6. | TAXATION  |                             |                            |
|    | Analysis of the tax charge The tax charge on the profit on ordinary activities for the year was as follows: | 2011                        | 2012                       |
|    |   | 2014<br>£                   | 2013<br>£                  |
|    | Current tax: UK corporation tax   | 24,245                      | 46,495                     |
|    | Deferred tax  | 13,124                      | 7,712                      |
|    | Tax on profit on ordinary activities  | 37,369                      | 54,207                     |

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS - continued for the year ended 30th June 2014

#### 7. PROFIT OF PARENT COMPANY

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 £219,782 (2013 - £268,874).

#### 8. INTANGIBLE FIXED ASSETS

| Group                 | Goodwill |
|-----------------------|----------|
|                       | £        |
| COST At 1st July 2013 |          |
| and 30th June 2014    | 60,001   |
| AMORTISATION          |          |
| At 1st July 2013      | 20,000   |
| Amortisation for year | 6,000    |
| At 30th June 2014     | 26,000   |
| NET BOOK VALUE        |          |
| At 30th June 2014     | 34,001   |
| At 30th June 2013     | 40,001   |
|                       |          |
| Company               |          |
|                       | Goodwill |
| COST                  | £        |
| At 1st July 2013      |          |
| and 30th June 2014    | 60,001   |
| AMORTISATION          |          |
| At 1st July 2013      | 20,000   |
| Amortisation for year | 6,000    |
| At 30th June 2014     | 26,000   |
| NET BOOK VALUE        |          |
| At 30th June 2014     | 34,001   |
| At 30th June 2013     | 40,001   |
| AL Juli Julie 2013    | 40,001   |

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS - continued for the year ended 30th June 2014

#### 9. TANGIBLE FIXED ASSETS

| Gr | ou | p |
|----|----|---|
|----|----|---|

| Group   | Fixtures<br>and<br>fittings<br>£                               | Computer<br>equipment<br>£  | Totals<br>£                                       |
|---|--|---|---|
| COST  |  |   |   |
| At 1st July 2013<br>Additions   | 107,946<br>15,474  | 371,069<br>184,043  | 479,015<br>199,517                                |
| At 30th June 2014   | 123,420  | 555,112   | 678,532   |
| DEPRECIATION  |  |   |   |
| At 1st July 2013  | 47,945   | 120,978   | 168,923   |
| Charge for year   | 34,644   | 129,931   | 164,575   |
| At 30th June 2014   | 82,589   | 250,909   | 333,498   |
| NET BOOK VALUE  |  |   |   |
| At 30th June 2014   | 40,831   | 304,203   | 345,034   |
| At 30th June 2013   | 60,001   | 250,091   | 310,092   |
|   |  |   |   |
| Company   |  |   |   |
| Company   | Fixtures   |   |   |
| Company   | and  | Computer  | <b></b>   |
| Company   | and<br>fittings  | equipment   | Totals  |
|   | and  |   | Totals<br>£                                       |
| COST At 1st July 2013   | and<br>fittings  | equipment   |   |
| COST  | and<br>fittings<br>£   | equipment<br>£  | £   |
| COST<br>At 1st July 2013  | and<br>fittings<br>£<br>107,946                                | equipment £ 371,069   | £<br>479,015                                      |
| COST At 1st July 2013 Additions At 30th June 2014   | and<br>fittings<br>£<br>107,946<br>15,474                      | equipment £ 371,069 154,043   | £ 479,015 169,517                                 |
| COST At 1st July 2013 Additions   | and<br>fittings<br>£<br>107,946<br>15,474                      | equipment £ 371,069 154,043   | £ 479,015 169,517                                 |
| COST At 1st July 2013 Additions At 30th June 2014 DEPRECIATION  | and<br>fittings<br>£<br>107,946<br>15,474                      | equipment £  371,069 154,043  525,112                                   | £ 479,015 169,517 648,532                         |
| COST At 1st July 2013 Additions At 30th June 2014  DEPRECIATION At 1st July 2013  | and fittings £  107,946 15,474  123,420                        | equipment £  371,069 154,043 525,112                                    | £ 479,015 169,517 648,532                         |
| COST At 1st July 2013 Additions At 30th June 2014  DEPRECIATION At 1st July 2013 Charge for year  At 30th June 2014                 | and fittings £  107,946 15,474  123,420  47,945 34,644         | equipment<br>£<br>371,069<br>154,043<br>525,112<br>120,978<br>119,931   | £ 479,015 169,517 648,532 168,923 154,575         |
| COST At 1st July 2013 Additions At 30th June 2014  DEPRECIATION At 1st July 2013 Charge for year                                    | and fittings £  107,946 15,474  123,420  47,945 34,644         | equipment £  371,069 154,043  525,112  120,978 119,931 240,909  284,203 | £ 479,015 169,517 648,532 168,923 154,575 323,498 |
| COST At 1st July 2013 Additions At 30th June 2014  DEPRECIATION At 1st July 2013 Charge for year  At 30th June 2014  NET BOOK VALUE | and fittings £  107,946 15,474  123,420  47,945 34,644  82,589 | equipment £  371,069 154,043  525,112  120,978 119,931 240,909          | £ 479,015 169,517 648,532 168,923 154,575 323,498 |

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS - continued for the year ended 30th June 2014

#### 10. FIXED ASSET INVESTMENTS

| ) |
|---|
|   |

|   |   | Interest in other participating interests  |
|---|---|--|
|   |   | 48,746   |
|   |   | 6,000  |
|   |   | 6,000  |
|   |   | 42,746   |
|   |   | 48,746   |
| Shares in<br>group<br>undertakings<br>£ | Interest<br>in other<br>participating<br>interests<br>£ | Totals<br>£  |
| 510                                     | 48,746  | 49,256   |
|   | 6,000   | 6,000  |
|   | 6,000   | 6,000  |
| 510                                     | 42,746  | 43,256   |
| 510                                     | 48,746  | 49,256   |
|   | group undertakings £  510  510                          | Shares in group undertakings         in other participating interests           £         £           510         48,746           -         6,000           -         6,000           -         42,746           510         48,746 |

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS - continued for the year ended 30th June 2014

#### 10. FIXED ASSET INVESTMENTS - continued

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

#### Subsidiary

#### **Employee Choice Limited**

Nature of business: Employee Benefit Schemes

Class of shares: holding Ordinary 57.00

#### Associated company

#### Ilona IT Oy

Country of incorporation: Finland

Nature of business: Supplying computer equipment and software

Class of shares: holding Ordinary 36.00

#### 11. STOCKS

|        | Group   |         | Company |         |
|--------|---------|---------|---------|---------|
|        | 2014    | 2013    | 2014    | 2013    |
|        | £       | £       | £       | £       |
| Stocks | 155,190 | 279,931 | 155,190 | 279,931 |
|        |         |         |         |         |

#### 12. **DEBTORS**

|                                      | Group     |           | Company   |           |
|--------------------------------------|-----------|-----------|-----------|-----------|
|                                      | 2014      | 2013      | 2014      | 2013      |
|                                      | £         | £         | £         | £         |
| Amounts falling due within one year: |           |           |           |           |
| Trade debtors                        | 4,515,124 | 4,983,213 | 4,438,467 | 5,209,802 |
| Bad debt provision                   | (50,000)  | (35,000)  | (50,000)  | (35,000)  |
| Amounts owed by group undertakings   | -         | -         | 384,124   | -         |
| Other debtors                        | 43,400    | 2,005     | 43,400    | 2,005     |
| Directors' current accounts          | 10,225    | 39,650    | 10,225    | 39,650    |
| Tax                                  | -         | 6,874     | -         | 6,874     |
| Prepayments                          | 301,398   | 26,255    | 287,833   | 26,255    |
|                                      | 4,820,147 | 5,022,997 | 5,114,049 | 5,249,586 |

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS - continued for the year ended 30th June 2014

#### 12. **DEBTORS - continued**

| Group     |                     | Company                      |   |
|-----------|---------------------|------------------------------|---|
| 2014      | 2013                | 2014                         | 2013  |
| £         | £                   | £                            | £   |
|           |                     |                              |   |
| 41,000    | -                   | 41,000                       | -   |
|           |                     |                              |   |
| 4,861,147 | 5,022,997           | 5,155,049                    | 5,249,586   |
|           | 2014<br>£<br>41,000 | 2014 2013<br>£ £<br>41,000 - | $ \begin{array}{cccccccccccccccccccccccccccccccccccc$ |

#### 13. CREDITORS: AMOUNTS FALLING DUE WITHIN ONE YEAR

| Company        |
|----------------|
| 14 2013        |
| £              |
| ,244 25,611    |
| ,259 3,560,375 |
| ,833 14,710    |
| ,986 46,495    |
| ,444 63,410    |
| ,000 1,092,135 |
| ,771 373,881   |
| - 4,933        |
| ,666 85,327    |
| ,203 5,266,877 |
| 3330           |

#### 14. LOANS

An analysis of the maturity of loans is given below:

|   | Group       |        | Company |        |
|---|-------------|--------|---------|--------|
|   | 2014        | 2013   | 2014    | 2013   |
|   | £           | £      | £       | £      |
| Amounts falling due within one year or on demand: |             |        |         |        |
| Bank overdrafts                                   | 316,109     | 25,611 | 348,244 | 25,611 |
|   | <del></del> |        |         |        |

#### 15. OPERATING LEASE COMMITMENTS

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

#### Company

|                 | Land and be | Land and buildings |  |
|-----------------|-------------|--------------------|--|
|                 | 2014        | 2013               |  |
| T               | £           | £                  |  |
| Expiring:       | 07.704      | 67.202             |  |
| Within one year | 97,704      | 67,392             |  |
|                 |             |                    |  |

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS - continued for the year ended 30th June 2014

#### 16. SECURED DEBTS

17.

The following secured debts are included within creditors:

|                                |        |             | Comp    | any             |
|--------------------------------|--------|-------------|---------|-----------------|
|                                |        |             | 2014    | 2013            |
| Bank overdrafts                |        |             | £       | £               |
| Bank overdrans                 |        |             | 348,244 | 25,611          |
| PROVISIONS FOR LIABILITIES     |        |             |         |                 |
| I ROVISIONS FOR EIABIEITIES    |        |             |         |                 |
|                                | Gro    | up          | Comp    | any             |
|                                | 2014   | 2013        | 2014    | 2013            |
|                                | £      | £           | £       | £               |
| Deferred tax                   | 46,930 | 33,806      | 42,930  | 33,806          |
|                                |        | <del></del> | <u></u> | <del></del>     |
| Group                          |        |             |         |                 |
| ·                              |        |             |         | Deferred        |
|                                |        |             |         | tax             |
| Palaman et 1 et 1   2012       |        |             |         | £               |
| Balance at 1st July 2013       |        |             |         | 33,806          |
| Accelerated capital allowances |        |             |         | 13,124          |
| Balance at 30th June 2014      |        |             |         | 46,930          |
|                                |        |             |         |                 |
|                                |        |             |         |                 |
| Company                        |        |             |         | D ( 1           |
|                                |        |             |         | Deferred<br>tax |
|                                |        |             |         | £               |
| Balance at 1st July 2013       |        |             |         | 33,806          |
| Accelerated capital allowances |        |             |         | 9,124           |
|                                |        |             |         |                 |
| Balance at 30th June 2014      |        |             |         | 42,930          |

#### 18. ACCRUALS AND DEFERRED INCOME

|                              | Group   |      | Company |      |
|------------------------------|---------|------|---------|------|
|                              | 2014    | 2013 | 2014    | 2013 |
|                              | £       | £    | £       | £    |
| Accruals and deferred income | 116,785 | -    | 116,785 | -    |
|                              |         |      |         |      |

#### 19. MINORITY INTERESTS

M C Bacon, C Eaton and M McCormack are directors and shareholders of Academia Limited, are also directors and shareholders of Employee Choice Limited, the subsidiary, and they own 43% of the issued share capital in the subsidiary.

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS - continued for the year ended 30th June 2014

#### 20. CALLED UP SHARE CAPITAL

21

|    | Allotted and is Number:             | sued:<br>Class: | Nominal                            | 2014                         | 2013                 |
|----|-------------------------------------|-----------------|------------------------------------|------------------------------|----------------------|
|    | 1,111                               | Ordinary        | value:<br>£1                       | £<br>1,111                   | £<br>1,111           |
| 1. | RESERVES                            | ٠               |                                    |                              |                      |
|    | Group                               |                 | Profit and loss account £          | Capital redemption reserve £ | Totals<br>£          |
|    | At 1st July 201<br>Profit for the y |                 | 1,273,822<br>282,771               | 139                          | 1,273,961<br>282,771 |
|    | At 30th June 2                      | 014             | 1,556,593                          | 139                          | 1,556,732            |
|    | Company                             |                 |                                    |                              |                      |
|    |                                     |                 | Profit<br>and loss<br>account<br>£ | Capital redemption reserve £ | Totals<br>£          |
|    | At 1st July 201<br>Profit for the y |                 | 1,330,521<br>219,782               | 139                          | 1,330,660<br>219,782 |
|    | At 30th June 2                      | 014             | 1,550,303                          | 139                          | 1,550,442            |

#### 22. OTHER FINANCIAL COMMITMENTS

By a Deed dated 17th June 2010 the Company established a Remuneration Trust. During the year the company gifted £593,000 (2013; £184,800) to the Trust. No taxation liability arose to the Company as a result of the transaction.

#### 23. DIRECTORS' ADVANCES, CREDITS AND GUARANTEES

The following advances and credits to directors subsisted during the years ended 30th June 2014 and 30th June 2013:

|                                      | 2014     | 2013     |
|--------------------------------------|----------|----------|
|                                      | £        | £        |
| M C Bacon B A (Hons)                 |          |          |
| Balance outstanding at start of year | 39,600   | (2,116)  |
| Amounts advanced                     | 45,002   | 117,336  |
| Amounts repaid                       | (74,377) | (75,620) |
| Balance outstanding at end of year   | 10,225   | 39,600   |
|                                      |          |          |

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS - continued for the year ended 30th June 2014

#### 23. DIRECTORS' ADVANCES, CREDITS AND GUARANTEES - continued

| C Eaton                              |             |          |
|--------------------------------------|-------------|----------|
| Balance outstanding at start of year | (4,933)     | (5,050)  |
| Amounts advanced                     | 5,364       | 117      |
| Amounts repaid                       | (431)       | -        |
| Balance outstanding at end of year   | •           | (4,933)  |
|                                      | <del></del> |          |
| M McCormack                          |             |          |
| Balance outstanding at start of year | 50          | 30,000   |
| Amounts advanced                     | -           | 50       |
| Amounts repaid                       | (50)        | (30,000) |
| Balance outstanding at end of year   | •           | 50       |
|                                      | <del></del> |          |

The loans are interest free and repayable on demand.

No dividends were paid to the directors in the year or in the previous year.

#### 24. RELATED PARTY DISCLOSURES

M C Bacon, C Eaton and M McCormack are directors and shareholders of Academia Limited, are also directors and shareholders of Employee Choice Limited, the subsidiary, and they own 43% of the issued share capital in the subsidiary.

A R Atkinson is also a director and shareholder of Excitech Limited, who own 10% of the issued share capital in the company.

#### Trading transactions

|                  | Sales Ledger<br>Transactions | Purchase Ledger<br>Transactions | Balance at 30/06/2014 |
|------------------|------------------------------|---------------------------------|-----------------------|
|                  | £                            | £                               | £                     |
| Excitech Limited | -                            | 146,936                         | (19,833)              |
|                  | =======                      | =======                         | =======               |

#### 25. ULTIMATE CONTROLLING PARTY

The ultimate controlling party is M C Bacon B A (Hons).

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS - continued for the year ended 30th June 2014

#### 26. RECONCILIATION OF MOVEMENTS IN SHAREHOLDERS' FUNDS

| Group                               |           |           |
|-------------------------------------|-----------|-----------|
|                                     | 2014      | 2013      |
|                                     | £         | £         |
| Profit for the financial year       | 282,771   | 212,175   |
| Net addition to shareholders' funds | 282,771   | 212,175   |
| Opening shareholders' funds         | 1,275,072 | 1,062,897 |
| Closing shareholders' funds         | 1,557,843 | 1,275,072 |
| Company                             | 2014      | 2013      |
|                                     | £         | £         |
| Profit for the financial year       | 219,782   | 268,874   |
| Net addition to shareholders' funds | 219,782   | 268,874   |
| Opening shareholders' funds         | 1,331,771 | 1,062,897 |
| Closing shareholders' funds         | 1,551,553 | 1,331,771 |