Report and Audited Financial Statements

For the 52 weeks ended 28 July 2013

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Annual report and financial statements for the period ended 28 July 2013

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Directors

JWS Lawrence

N Fiddler

AK Bassadone

WL Collison

C Benians

GJ Hinchliffe

SA Macdonald

R Moretti

Secretary and registered office

GJ Hinchliffe 2nd Floor Woolverstone House 61 Berners Street London W1T 3NJ

Company number

0515 8252

Auditors

BDO LLP 55 Baker Street London W1U 7EU

Report of the directors for the period ended 28 July 2013

The directors present their report together with the audited financial statements for the 52 week period ended 28 July 2013 The prior period was for the 52 weeks ended 29 July 2012

Results

The profit and loss account is set out on page 6 and shows the profit for the period

Principal activities, trading review and future developments

The principal activity of the company continued to be that of an operator of restaurants and a retailer of fruit and vegetables

During the financial period the Company opened a further 14 restaurants, with an additional 2 sites under construction at the period end. All sites opened during the period have traded in line or above the directors' expectations. In total the Company had 23 open and trading restaurants at the period end date. The Company has a strong pipeline of new sites and has opened 8 new restaurants subsequent to the period end in High Street Kensington, Chiswick, Salisbury, Hammersmith, Leamington Spa, Clink St. (Borough Market), Ealing, and Windsor with a further two sites under construction in Kingston and Tunbridge Wells at the date of signing these accounts.

The Company's growth and performance improvements have continued since the prior year, seeing an improvement in many like-for-like key performance indicators, in particular sales, profit margins and wage costs. This reflects the continuation of the impact of a dedicated management team for the company, with Scott Macdonald joining as Food & Beverage Director in January 2012, Roberto Moretti joining as Operations Director in September 2012, and Greg Hinchliffe joining the company as Finance Director in June 2012. Subsequent to the period end, Scott and Roberto have been appointed as joint Managing Directors of the company and continue to drive the strategic vision of the group.

Turnover has continued to grow in the current year and is 175 6% up on the prior period EBITDA before pre-opening costs grew by £2 05m to £3 68m (an increase of 125 5%) Both increases are as a result of like for like growth of the business as well as the new openings in the period

Despite continued uncertainty in the UK economy, like for like sales have grown 9 2% in the year and like for like profit margins have improved from 74 1% to 74 2%

The key risks faced by the Company are

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- Strong competition for new sites, in particular in London and the Home Counties
- Operational challenges as the Company continues to expand out of the South of the UK
- Refinancing of the group bank facility in order to fund the anticipated growth pipeline
- The continued uncertainty in the overall state of the UK economy

Despite these risks, the underlying performance of the company was strong and it is the directors' belief that this strong performance will continue as the brand becomes more widely known and the company continues its expansion programme

There is no significant credit risk accordated with the company that is required to be disclosed in these financial statements as the majority of customers pay by cash or credit card before leaving the restaurants

Report of the directors for the period ended 28 July 2013

(Continued)

Directors
JWS Lawrence
N Fiddler
AK Bassadone
C Benians
MJD Cload (resigned 2 November 2012)
GJ Hinchliffe (appointed 11 October 2013)
SA Macdonald (appointed 11 October 2013)
R Moretti (appointed 11 October 2013)

Directors' responsibilities

The directors are responsible for the financial statements in accordance with applicable law and regulations

Company law requires the directors to prepare financial statements for each financial year. Under that law the directors have elected to prepare the financial statements in accordance with United Kingdom Generally Accepted Accounting Practice (United Kingdom Accounting Standards and applicable law). Under company law the directors must not approve the financial statements unless they are satisfied that they give a true and fair view of the state of affairs of the company and of the profit or loss of the company for that period

In preparing these financial statements, the directors are required to

- · Select suitable accounting policies and then apply them consistently,
- · Make judgements and accounting estimates that are reasonable and prudent,
- State whether applicable UK accounting standards have been followed, subject to any material departures
 disclosed and explained in the financial statements, and
- Prepare the financial statements on the going concern basis unless it is inappropriate to presume that the company will continue in business

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

Report of the directors for the period ended 28 July 2013

(Continued)

Employment of disabled persons

The company is committed to a policy of recruitment and promotion on the basis of aptitude and ability without discrimination of any kind. Management actively pursues both the employment of disabled persons whenever a suitable vacancy arises and the continued employment and retraining of employees who become disabled whilst employed by the company. Particular attention is given to the training, career development and promotion of disabled employees with a view of encouraging them to play an active role in development of the company.

Employee involvement

The flow of information to our staff is maintained through regular weekly memos to the restaurants of the Company Members of the management team regularly visit the restaurants and discuss matters of current interest and concern to the business with its members of staff

Auditors

All of the current directors have taken all the steps that they ought to have taken to make themselves aware of any information needed by the company's auditors for the purposes of their audit and to establish that the auditors are aware of that information. The directors are not aware of any relevant audit information of which the auditors are unaware.

BDO LLP have expressed their willingness to continue in office and a resolution to re appoint them will be proposed at the annual general meeting

On behalf of the board

-LIL

GJ Hinchliffe Director

21 February 2014

Independent auditor's report for the period ended 28 July 2013

INDEPENDENT AUDITOR'S REPORT TO THE MEMBERS OF BILLS RESTAURANTS LIMITED

We have audited the financial statements of Bills Restaurants Limited for the 52 week period ended 28 July 2013 which comprise the profit and loss account, balance sheet, cash flow statement and the related notes. The financial reporting framework that has been applied in their preparation is applicable law and United Kingdom Accounting Standards (United Kingdom Generally Accepted Accounting Practice)

This report is made solely to the company's members, as a body, in accordance with Chapter 3 of Part 16 of the Companies Act 2006. Our audit work has been undertaken so that we might state to the company's members those matters we are required to state to them in an 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

Respective responsibilities of directors and auditors

As explained more fully in the statement of directors' responsibilities, 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

A description of the scope of an audit of financial statements is provided on the Financial Reporting Council's website at www frc org uk/auditscopeukprivate

Opinion on financial statements

In our opinion the financial statements

- give a true and fair view of the state of the company's affairs as at 28 July 2013 and of its profit for the 52 week period then ended,
- have been properly prepared in accordance with United Kingdom Generally Accepted Accounting Practice,
 and
- · have been prepared in accordance with the requirements of the Companies Act 2006

Opinion on other matter prescribed by the Companies Act 2006

In our opinion the information given in the directors' report for the financial period for which the financial statements are prepared is consistent with the financial statements

Independent auditor's report for the period ended 28 July 2013

(Continued)

Matters on which we are required to report by exception

We have nothing to report in respect of the following matters where the Companies Act 2006 requires us to report to you if, in our opinion

- adequate accounting records have not been kept, or returns adequate for our audit have not been received from branches not visited by us, or
- the financial statements are not in agreement with the accounting records and returns, or
- · certain disclosures of directors' remuneration specified by law are not made, or
- · we have not received all the information and explanation we require for our audit

BOS UP

David Campbell (senior statutory auditor)
For and on behalf of BDO LLP, statutory auditor
London
United Kingdom

2 February 2014

BDO LLP is a limited liability partnership registered in England and Wales (with registered number OC305127)

Profit and loss account for the period ended 28 July 2013

	Note	52 Weeks Ended 28 July 2013 £	52 Weeks Ended 29 July 2012 £
Turnover	2	27,555,322	9,998,529
Cost of sales		(7,244,648)	(2,593,084)
Gross profit	•	20,310,674	7,405,445
Administrative expenses		(19,009,319)	(6,473,126)
Adjusted EBITDA *		3,683,123	1,633,460
Depreciation Pre-opening costs Amortisation		(664,908) (1,706,833) (10,027)	(209,342) (481,799) (10,000)
Operating profit	5	1,301,355	932,319
Interest payable and similar charges	6	(10,500)	-
Profit on ordinary activities before taxation	-	1,290,855	932,319
Taxation on profit from ordinary activities	7	(193,730)	(213,489)
Profit on ordinary activities after taxation and retained	-	1,097,125	718,830

^{*} Adjusted EBITDA = Earning before interest, tax, depreciation, amortisation, pre-opening costs and exceptional items

All amounts relate to continuing activities. There were no other recognised gains or losses other than the profit for the financial period.

The notes on pages 9 to 20 form part of these audited financial statements

Balance sheet as at 28 July 2013

Company number 0515 8252	Note	2013 £	2013 £	2012 (restated) £	2012 (restated) £
Fixed assets					
Tangible assets	8		18,925,073		6,021,439
Intangible assets	9		110,871		120,898
		-	19,035,944		6,142,337
Current Assets			,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,		-,- . -,
Stock	10	300,524		165,647	
Debtors	11	2,274,295		755,300	
Cash at bank and in hand		817,114		1,007,419	
	_	3,391,933		1,928,366	
Creditors amounts falling due					
within one year	12	(6,627,405)		(2,092,793)	
Net current (liabilities) / assets			(3,235,472)		(164,427)
Total assets less current liabilities		-	15,800,472		5,977,910
Provisions for liabilities	16		(381,265)		(183,624)
Creditors amounts falling due after more than one year	13		(12,560,809)		(4,033,013)
Net assets		_	2,858,398		1,761,273
Capital and reserves		=			
Called up share capital	14		2		2
Profit and loss account	15		2,858,396		1,761,271
Shareholders funds		_	2,858,398		1,761,273

The financial statements were approved by the Board of Directors and authorised for issue on 21 February 2014

N Fiddler

Director

The notes on pages 9 to 20 form part of these audited financial statements

Cash flow statement for the period ended 28 July 2013

	Note	2013 £	2013 £	2012 £	2012 £
Net cash flows from operating activities	20		4,982,623		1,568,200
			4,562,025		1,308,200
Returns on investments and servicing of finance					
Interest paid and similar charges		(10,500)		-	
Net cash outflow from returns	_				
on investments and servicing of finance			(10,500)		-
Taxation UK corporation tax paid			(121,682)		(51,557)
Capital expenditure and financial			,,,		(55,550)
investment					
Purchase of tangible fixed assets		_	(13,568,542)		(3,794,029)
Cash outflow before use of financing			(8,718,101)		(2,277,386)
Financing					
Loans from related parties		8,527,796		2,855,951	
			8,527,796		2,855,951
(Decrease) / increase in cash	21	•	(190,305)	_	578,565

Notes forming part of the financial statements for the period ended 28 July 2013

1 **Accounting Policies**

The audited financial statements have been prepared under the historical cost convention and are in accordance with applicable accounting standards

The following principal accounting policies have been applied

Going Concern

The Company's business activities, together with factors likely to affect its future development, performance and position are set out in the business review on page 1

The Company has traded profitably for the period and will continue its planned expansion program in the foreseeable future

In assessing the going concern basis of preparation of the financial statements for the period ended 28 July 2013 the directors have taken into consideration detailed forecasts for the company and the availability of funds to finance the expansion and working capital requirements. In so doing, the directors have considered the availability of funds from the existing banking facilities and from shareholders

Based on the available funding and the projected trading for the Company showing a strong cash flow and increased profitability, the directors have concluded that the company will have adequate resources to continue in operational existence for the foreseeable future. Accordingly they continue to adopt the going concern basis for preparing the financial statements for the period ended 28 July 2013

Turnover

Turnover represents sales to external customers at invoiced amounts less value added tax

Depreciation

Depreciation is provided to write off the cost, less estimated residual values, of all tangible fixed assets, except freehold land, evenly over their expected useful lives It is calculated at the following rates

Leasehold land and buildings

Straight line over the life of the lease

Plant and machinery Fixtures and fittings

Straight line 10 years

Straight line 10 years

Motor vehicles

Straight line 3 years

Computers and office equipment

Straight line 5 years

Stock

Stock is valued at the lower of cost and net realisable value. Cost is based on the cost of purchase on a first in, first out basis

Deferred taxation

The charge for taxation is based on the profit for the year and takes into account deferred taxation

Notes forming part of the financial statements for the period ended 28 July 2013

(Continued)

1 Accounting Policies (Continued)

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

Deferred tax balances are recognised in respect of all timing differences that have originated but not reversed by the balance sheet date except the recognition of deferred tax assets is limited to the extent that the company anticipates making sufficient taxable profits in the future to absorb the reversal of the underlying timing differences

The deferred tax balances are not discounted

Leased assets

Where assets are financed by leasing agreements that give rights approximating to ownership ('finance leases'), the assets are treated as if they had been purchased outright. The amount capitalised is the present value of the minimum lease payments payable during the lease term. The corresponding leasing commitments are shown as amounts payable to the lessor. Depreciation on the relevant assets is charged to the profit and loss account.

Lease payments are analysed between capital and interest components. The interest element of the payment is charged to the profit and loss account over the period of the lease and is calculated so that it represents a constant proportion of the balance of capital repayments outstanding. The capital part reduces the amounts payable to the lessor.

All other leases are treated as operating leases. Their annual rentals are charged to the profit and loss account on a straight-line basis over the term of the lease.

Pension costs

Contributions to the company's defined contribution pension scheme are charged to the profit and loss account in the year in which they become payable

Comparatives

Comparative balances have been restated to better reflect the repayment dates of certain related party balances

2 Turnover

Turnover is wholly attributable to the principal activity of the company. All revenues are generated in the United Kingdom

Notes forming part of the financial statements for the period ended 28 July 2013

3	Employees		
		52 Weeks	52 Weeks
		Ended 28 July	Ended 29 July
		2013	2012
		£	£
	Staff costs consist of		
	Wages and salaries	9,350,925	3,145,702
	Social security costs	923,097	273,322
	Other pension costs	22,151	13,718
		10,296,173	3,432,742
		=======================================	
	Average number of employees, including directors, during the year	Number	Number
	Employees	757	257
	Directors	5	6
		762	263
4	Directors remuneration	 	-
		52 Weeks	52 Weeks
		Ended 28 July	Ended 29 July
		2013	2012
		£	£
	Emoluments for qualifying services	52,500	40,000
	Company pensions contributions to money purchase schemes	12,000	12,000
	Health insurance	3,060	2,478
		67,560	54,478

Notes forming part of the financial statements for the period ended 28 July 2013

5	Operating profit This is arrived at after charging	52 Weeks Ended 28 July 2013 £	52 Weeks Ended 29 July 2012 £
	Depreciation of tangible assets Pre-opening costs Amortisation of intangible assets Operating leases - Land and buildings - Other assets Auditors remuneration - Audit services	664,908 1,706,833 10,027 1,473,983 1,598 25,000	209,342 481,799 10,000 455,553 - 20,000
6	Interest payable and similar charges Drawdown fees	52 Weeks Ended 28 July 2013 £ 10,500	52 Weeks Ended 29 July 2012 £
		10,500	-

Notes forming part of the financial statements for the period ended 28 July 2013

7 Taxation on profit from ordinary activities	52 Weeks Ended 28 July 2013	52 Weeks Ended 29 July 2012
Current Tax	£	£
UK corporation tax on profits of the period	-	124,094
Adjustment in respect to prior period	(3,911)	5,190
Total current tax (credit) / charge	(3,911)	129,284
Deferred Tax		
Movement in deferred tax provision (note 16)	197,641	84,205
Total deferred tax	197,641	84,205
Taxation on profit on ordinary activities	193,730	213,489
The tax assessed for the year is lower than the standard rate of corporation explained below	tax in the UK The	differences are
Profit on ordinary activities before tax	1,290,855	932,319
Profit on ordinary activities at the standard rate of corporation tax in the UK of		
23 7% (2012 – 25 33%)	305,933	236,187
Effects of		
Expenses not deductible for tax purposes	1,151	1,052
Capital allowances in excess of depreciation for year	(194,631)	(80,168)
Short lease premiums relief	(15,194)	(1,988)
Group relief claimed	(97,259)	(30,989)
Adjustment in respect to prior year	(3,911)	5,190
Current tax (credit) / charge for year	(3,911)	129,284

Notes forming part of the financial statements for the period ended 28 July 2013

8	Tangible Fixed Assets	Leasehold Land & Buildings £	Plant, machinery, fixtures & fittings, & M/Vs £	Computers & office equipment	Total £
	Cost				
	At 30 July 2012	5,590,799	804,987	246,139	6,641,924
	Additions	11,556,366	1,727,333	284,843	13,568,542
	At 28 July 2013	17,147,165	2,532,320	530,982	20,210,466
	Depreciation			- 1-1	
	At 30 July 2012	215,444	290,725	114,317	620,485
	Provided for the period	464,536	139,715	60,657	664,908
		679,980	430,440	174,974	1,285,393
	Net book value				
	At 28 July 2013	16,467,185	2,101,880	356,008	18,925,073
	Net book value At 30 July 2012	5,375,355	514,262	131,822	6,021,439
9	Intangible Fixed Assets			 -	Goodwill
	Cost				£
	At 30 July 2012 and 28 July 2013				200,000
	Amortisation At 30 July 2012			=	79,102
	Provided for the year				10,027
	At 28 July 2013			_	89,129
	Net book value			_	· · · · · · · · · · · · · · · · · · ·
	At 28 July 2013				110,871
	At 30 July 2012			=	120,898

Notes forming part of the financial statements for the period ended 28 July 2013

(Continued)

10	Stock		
		2013	2012
		£	£
	Raw materials and consumables	300,524	165,647
	There is no material difference between the replacement cost of stock	and the figure stated above	
11	Debtors		
		2013	2012
		£	£
	Trade debtors	637,672	294,920
	Directors loan account (WL Collison)	7,786	7,786
	Other Debtors	118,995	44,765
	Prepayments and accrued income	1,509,842	407,829
		2,274,295	755,300
	£124,000 (2012 £47,500) in other debtors above, relates to amounts of	due after more than one yea	ar
12	Creditors: amounts falling due within one year		
		2013	2012 (restated)
		£	£
	Trade creditors	3,238,097	459,372
	Corporation tax	-	123,940
	Other taxation and social security	678,260	385,635
	Other creditors	612,097	276,676
	Accruals	2,098,951	847,170
		6,627,405	2,092,793

During the period, Bills Stores Limited, the immediate parent company of Bills Restaurants Limited, was joint party to a bank loan facility. Under the terms of this facility, any amount outstanding is secured by way of a debenture over all the companies within the Bills Stores Topco group. Subsequent to the period end, the Cote Topco group, related parties by way of common control during the period, have ceased to be joint party to the loan facility. At the period end, the total owed under this facility was £19,639,119

Notes forming part of the financial statements for the period ended 28 July 2013

(Continued)

13	Creditors: amounts falling due greater than one year	2013 £	2012 (restated) £
	Amount due to Parent Company Related party loan	11,210,809 1,350,000	4,033,013
		12,560,809	4,033,013

The related party loan is unsecured and no interest is payable on the loan (see note 24)

14 Share Capital

	Allotted, called up and fully paid			
	2013	2012	2013	2012
	Number	Number	£	£
Ordinary shares of £1 each	-	2	-	2
Ordinary A shares of £1 each	2	-	2	-
Ordinary B shares of £0 0001 each	764	-	-	-

On 22 April 2013 the directors agreed to redesignate the existing 2 ordinary shares of £1 00 each into Ordinary A shares with the same nominal value. In addition a new class of 1,000 Ordinary B shares was created with a nominal value of £0 0001 each.

The new share classes were agreed by Written Resolution and new Articles of Association were agreed by the shareholders. The purpose of the changes to the capital structure of the company was so that certain senior employees of the company may participate in the success of the company and benefit its members as a whole

Ordinary A shares have full voting rights. The B shares have no right to vote or attend any general meeting on any resolution or participate in a written resolution of the Company.

764 B shares were issued during the period at the nominal value of £0 0001 per share

Notes forming part of the financial statements for the period ended 28 July 2013

15	Reserves		
			Profit and loss
			account
			£
	At 30 July 2012		1,761,271
	Profit for the year		1,097,125
		•	
	At 28 July 2013		2,858,396
		=	
16	Provisions for liabilities		
			Deferred
			taxation
			£
	At 30 July 2012		183,624
	Charge to profit and loss account (note 7)		197,641
		•	
	At 28 July 2013		381,265
		=	
	Deferred taxation	2013	2012
		£	£
	Accelerated capital allowances	381,265	183,624

Notes forming part of the financial statements for the period ended 28 July 2013

17	Reconciliation of movements in shareholders' funds				
		2013	2012		
		£	£		
	Profit for the year	1,097,125	718,830		
	Net addition to shareholders' funds	1,097,125	718,830		
	Opening shareholders' funds	. 1,761,273	1,042,443		
	Closing shareholders' funds	2,858,398	1,761,273		
18	Commitments under operating leases				
	As at 28 July 2013, the company had annual commitments under non-cancellable operating leases as set out below				
		2013	2012		
		£	£		
	Operating leases relating to land and buildings which expire	2 200 407	222 522		
	Beyond five years	2,888,185	839,500		
19	Capital commitments	<u> </u>			
		2013	2012		
		£	£		
	Contracted but not provided for				
	Plant, machinery, fixtures and fittings	410,962	707,914		
	Computers and office equipment	31,497	44,913		
		442,459	752,827		

Notes forming part of the financial statements for the period ended 28 July 2013

20	Reconciliation of operating profit to net cash inflow from operating activities					
				2013	2012	
				£	£	
	Operating profit			1,301,355	932,319	
	Depreciation			664,908	209,342	
	Amortisation			10,027	10,000	
	Increase in stock			(134,877)	(74,869)	
	Increase in debtors			(1,518,995)	(341,265)	
	Increase in creditors			4,660,205	832,673	
	Net cash inflow from operating activities		_	4,982,623	1,568,200	
21	Reconciliation of net cash inflow to movemen	nt in net debt	=			
		2013	2013	2012	2012	
		£	£	£	£	
	Increase / (decrease) in cash in the year	(190,305)		578,565		
	Movement in related party loan	(1,350,000)		-		
	Movement in parent company loan	(7,177,796)	_	(2,855,951)		
	Change in net debt resulting from cash flows	_	(8,718,101)	_	(2,277,386)	
	Movement in net debt in the year		(8,718,101)		(2,277,386)	
	Opening net debt		(3,025,594)		(748,208)	
	Closing net debt	-	(11,743,695)	=	(3,025,594)	

Notes forming part of the financial statements for the period ended 28 July 2013

(Continued)

22	Analysis of net debt			
		At 30 July 2012	Cash flow	At 28 July 2013
		£	£	£
	Cash in hand and at bank	1,007,419	(190,305)	817,114
		1,007,419	(190,305)	817,114
	Related party loans	-	(1,350,000)	(1,350,000)
	Parent company loan	(4,033,013)	(7,177,796)	(11,210,809)
		(4,033,013)	(8,527,796)	(12,560,809)
	Total	(3,025,594)	(8,718,101)	(11,743,695)

Issue costs of £10,500 have been incurred on the issue of debt, of which all had been charged to the profit and loss account at 28 July 2013

23 Ultimate parent company

At 28 July 2013, the Company's ultimate parent company is Bills Stores Topco Limited, a Company incorporated in Jersey The group in which the results of the Company are consolidated is that headed by Bills Stores Topco Limited The Company's immedate parent company is Bills Stores Limited, incorporated in Jersey

24 Related party transactions

At the period end date, an amount of £1,350,000 (2012 nil) is included in non-current liabilities and is due to RA Caring, a director of the Company. The loan is non interest bearing and unsecured.

During the year the company rented a business premises in part owned by WL Collison, a director of the company Total rent paid for the period was £32,000 (2012 £32,000) At the period end the company was owed £7,786 by WL Collison (2012 £7,786)