LMS Direct Conveyancing Limited Financial statements for the year ended 31 March 2010

Registered Number 05774507

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Contents

Directors and Advisors for the year ended 31 March 2010 .	1
Directors' report for the year ended 31 March 2010	2
Independent Auditors' report to the members of LMS Direct Conveyancing Limited	5
Profit and loss account for the year ended 31 March 2010	7
Balance sheet as at 31 March 2010	8
Cash flow statement for the year ended 31 March 2010	9
Notes to the financial statements for the year ended 21 March 2010	10

LMS Direct Conveyancing Limited Directors and Advisors for the year ended 31 March 2010

Directors

Sarah Ryan Lee Hartshorn

Company secretary

Peter Clarkson

Registered Office

LMS House
Lloyd Drive
Cheshire Oaks Business Park
Cheshire
CH65 9HQ

Registered Number

05774507

Auditors

PricewaterhouseCoopers LLP 8 Princes Parade St Nicholas Place Liverpool L3 1QJ

Solicitors

Brabners Chaffe Street Brook House 77 Fountain Street Manchester M2 2EE

Bankers

Barclays Bank plc Corporate Banking Centre PO Box 228 51 Mosley Street Manchester M60 3DQ

Directors' report for the year ended 31 March 2010

The directors present their report and the audited financial statements of the company for the year ended 31 March 2010

Business review and principal activities

LMS Direct Conveyancing Limited provides remortgage and transactional conveyancing services Instructions are received from Legal Marketing Services Limited, a fellow group company, on behalf of UK lenders, mortgage brokers and estate agents. The Company acts in the conveyancing of the instructions received from Legal Marketing Services Limited, in a similar capacity to other companies on the list of approved panel of solicitors and licensed conveyancers for completion. Information on progress of transactions is distributed, in a secure environment, over the internet, to the parties to the transaction.

LMS Direct Conveyancing Limited also provides property search information on certain of its transactions

The trading results for the year, and the company's financial position at the end of the year, are shown in the attached financial statements. Turnover decreased from £6 4m to £2 5m whilst the result before tax decreased from a profit of £1 1m to a loss of £0 6m. During the year the business processed fewer cases from Legal Marketing Services Limited, which is the reason behind reduction in turnover and profit before tax

Future developments

The directors have decided to scale back the company's remortgage activities and stop taking transactional conveyancing instructions. In addition, the directors have been focussed on improving the income per case from each remortgage transaction. The impact of these changes is that LMS Direct Conveyancing Limited is expected to produce a profit before tax for the year ending 31 March 2011.

On 18 January 2011, the parent company of LMS Direct Conveyancing Limited, LMS Holdings Limited, went into administration. The shares in LMS Direct Conveyancing Limited and Legal Marketing Services Limited were acquired by a new company, Cybele Solutions Limited, a company owned by managers within the group. This transaction has had no impact on the day to day trading and relationships of either LMS. Direct Conveyancing Limited or Legal Marketing Services Limited.

Directors

The directors for the company who served during the year and to the date of this report are

Sarah Ryan

Lee Hartshorn

Financial risk management

The company's operations expose it to a number of financial risks that include the effects of changes in interest rates and credit risk

The Finance Director of the Group has the responsibility for assessing the levels of such risks, and seeks to limit the adverse effects on the financial performance of the company by monitoring the company's exposure to movements in interest rates and general credit risk

Given the size of the company, the directors have not delegated the responsibility of monitoring financial risk management to a sub-committee of the board. The policies set by the board of directors are implemented by the company's finance department.

Credit risk

The company has implemented policies that require, where appropriate, credit checks on potential customers before sales are made. The majority of the company's business is with a fellow group company or UK mortgage lenders, which are regarded as representing limited credit risk.

Directors' Report for the Year ended 31 March 2010 (Continued)

Key Performance Indicators.

The directors measure the performance of the business using a number of key performance indicators (KPI's) The most significant ones are as follows

- number of instructions,
- number of completions,
- average gross profit by business stream by introducer,
- average timescales from instruction to completion,
- proportion of cancellations relative to instructions,
- average completions per fee earner,
- month on month movement in instructions by introducer type

Donations

Payments of a charitable nature made during the year amounted to £nil (2009 £nil)

Statement of directors' responsibilities

The directors are responsible for preparing the Directors' Report and the financial statements in accordance with applicable law and regulations

Company law requires the directors to prepare financial statements for each financial year. Under that law the directors have elected to prepare the financial statements in accordance with 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,
- 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.

Statement of disclosure of information to auditors

Each director of the company, in office at the time of approval of this report, acknowledges that so far as the director is aware, there is no relevant audit information of which the company's auditors are unaware, and he/she has taken all the steps that he/she ought to have taken as a director in order to make himself/herself aware of any relevant audit information and to establish that the company's auditors are aware of that information

Going Concern

The accounts have been prepared on the basis LMS Direct Conveyancing Limited is a going concern. As noted above, LMS Direct Conveyancing Limited was acquired by a new company, Cybele Solutions Limited on 18 January 2011. The Directors have reviewed the forecast trading and cashflow projections for the new group for the period to 30 June 2012, and on the basis of this review, are confident that the LMS Direct Conveyancing Limited will continue for the foreseeable future as a going concern.

Directors' Report for the Year ended 31 March 2010 (Continued)

Auditors

A resolution to reappoint PricewaterhouseCoopers LLP as auditors to the company will be proposed at the annual general meeting

By order of the Board

Peter Clarkson
Company Secretary

29 March 2011

Independent Auditors' report to the members of LMS Direct Conveyancing Limited

We have audited the financial statements of LMS Direct Conveyancing Limited for the year ended 31 March 2010 which comprise the profit and loss account, the balance sheet, the 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)

Respective responsibilities of directors and auditors

As explained more fully in the statement of directors' responsibilities on page 3 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.

This report, including the opinions, has been prepared for and only for the company's members as a body in accordance with Chapter 3 of Part 16 of the Companies Act 2006 and for no other purpose. We do not, in giving these opinions, accept or assume responsibility for any other purpose or to any other person to whom this report is shown or into whose hands it may come save where expressly agreed by our prior consent in writing

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 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

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 31 March 2010 and of its loss and cash flow 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 Directors' Report for the financial year for which the financial statements are prepared is consistent with the financial statements

Independent Auditors' report to the members of LMS Direct Conveyancing Limited (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 explanations we require for our audit

PChart

Paul Christian (Senior Statutory Auditor)
For and on behalf of PricewaterhouseCoopers LLP
Chartered Accountants and Statutory Auditors
Liverpool
29 March 2011

LMS Direct Conveyancing Limited Profit and loss account for the year ended 31 March 2010

	Note	2010	2009
		£	£
Turnover	2	2,503,701	6,397,759
Cost of sales		(1,410,587)	(2,299,452)
Gross profit		1,093,114	4,098,307
Administrative expenses		(1,624,638)	(2,922,672)
Operating (loss)/profit	3	(531,524)	1,175,635
Interest payable	6	(55,786)	(49,560)
(Loss)/profit on ordinary activities before taxation		(587,310)	1,126,075
Tax on (loss)/profit on ordinary activities	7	145,891	(289,854)
(Loss)/profit on ordinary activities after taxation		(441,419)	836,221
(Loss)/profit for the financial year	14	(441,419)	836,221

The company has no recognised gains or losses, other than the results for the year as set out above

There is no difference between the loss on ordinary activities before taxation and the retained loss for the years stated above, and their historical cost equivalents

LMS Direct Conveyancing Limited Balance sheet as at 31 March 2010

	Note	2010	2010	2009	2009
		£	£	£	£
Fixed assets				-	
Tangible assets	88		68,770		132,615
Current assets					
Debtors	9	2,831,807		26,980,775	
Cash at bank and in hand		182,750	-		
		3,014,557	-	26,980,775	•
Creditors: amounts falling due within one year	10	(2,645,718)		(26,234,362)	
Net current assets			368,839		746,413
Total assets less current habilities			437,609		879,028
Provisions for liabilities and charges			-		-
Net Assets			437,609		879,028
Capital and reserves					
Called up equity share capital	13		1		1
Profit and loss account	14		437,608		879,027
Shareholders' funds	15		437,609		879,028

The notes on pages 10 to 18 form an integral part of these financial statements

The financial statements on pages 7 to 18 were approved by the board of directors on 29 March 2011 and were signed on its behalf by

Sarah Ryan Director

Registered number 05774507

Lee Hartshorn Director

Cash flow statement for the year ended 31 March 2010

	Note	Note 2010 2010 £	2009	2009	
			£	£	£
Net cash inflow / (outflow) from operating activities	16		377,842		(12,085)
Returns on investment and servicing of finance					
Interest paid		(55,786)		(49,560)	
Net cash outflow from returns on investment and servicing of finance			(55,786)		(49,560)
Taxation			-		(228,165)
Capital Expenditure					
Payments to acquire tangible fixed assets		-		(45,880)	
Net cash outflow from capital expenditure			-		(45,880)
Net cash inflow / (outflow) before use of liquid resources and financing			322,056		(335,690)
Net cash outflow from financing					<u>-</u>
Increase/(decrease) in cash	18		322,056		(335,690)

Notes to the financial statements for the year ended 31 March 2010

1 Accounting policies

Basis of accounting

The financial statements have been prepared under on the going concern basis, the historical cost convention, and in accordance with applicable accounting standards and the Companies Act 2006. The principle accounting policies are set out below. At the 31 March 2010, the company had net current assets and net assets. The Directors have reviewed the cashflows of the company for the period to 30 June 2012 and are satisfied that the company will continue as a going concern.

Turnover

Turnover represents the amounts derived from the provision of goods and services falling within the company's activities after deduction of trade discounts and value added tax. All turnover is generated within the United Kingdom. For remortgage work, turnover represents the total fee received by LMS Direct Conveyancing Limited from a lender after deduction of VAT and any interest earned on mortgage advances.

Cashflow statement and related party disclosures

The company was a wholly owned subsidiary of LMS Group Holdings Limited as at 31 March 2010 On 18 January 2011, LMS Holdings Limited, the immediate holding company of LMS Direct Conveyancing Limited and a subsidiary of LMS Group Holdings Limited, went into administration LMS Group Holdings Limited has not prepared group accounts for the year ended 31 March 2010 The financial statements of LMS Group Holdings Limited are publicly available Consequently, the company has not taken advantage of the exemption from preparing a cash flow statement under the terms of FRS1. The company is also not exempt under the terms of FRS8 from disclosing related party transactions with entities that are part of the LMS Group Holdings Limited group. For the year ended 31 March 2010, all of the work undertaken by LMS Direct Conveyancing, with only limited exceptions, was originated from a fellow group company, Legal Marketing Services Limited

Depreciation

Depreciation is calculated so as to write off the cost of an asset, less its estimated residual value, over the useful economic life of that asset as follows

Equipment - 3 years
Fixtures and fittings - 3 - 10 years
Motor vehicles - 3 years
Computers - 3 years
Software costs are written off as incurred

Operating lease agreements

Rentals paid under operating leases are charged to income as incurred

Deferred taxation

Deferred taxation is recognised on all timing differences that have originated but not reversed at the balance sheet date, where transactions or events that result in an obligation to pay more, or a right to pay less, tax in the future have occurred at the balance sheet date. Deferred tax assets are recognised only to the extent that, based on available evidence, it is considered more likely than not that there will be suitable tax profits from which the future reversal of the underlying timing differences can be deducted. Deferred tax is measured on a non-discounted basis at the rates that are expected to apply in the periods in which timing differences are expected to reverse, based on tax rates and laws enacted or substantively enacted at the balance sheet date

2 Turnover

All turnover is derived from one class of business, being property related services, and is wholly derived in the United Kingdom

3 Operating (loss)/profit

Operating (loss)/profit is stated after charging

	2010	2009
	£	£
Depreciation of tangible fixed assets		
- owned assets	63,845	104,211
Auditors' remuneration		
- as auditors	4,000	4,300
- for non audit services	-	-
Operating lease costs		
- land and buildings	85,997	93,344

4 Particulars of employees

The average monthly number of persons (including executive directors) employed by the company during the financial year was

By activity	2010	2009
	No	No
No of administrative staff	49	100
	£	£
Wages and salaries	1,047,501	1,840,903
Social security costs	85,441	159,957
Staff costs	1,132,942	2,000,860

5 Directors' emoluments

The directors' aggregate emoluments in respect of qualifying services were

	2010	2009
	£	£
Emoluments receivable	144,264	183,889

Notes to the Financial Statements for the year ended 31 March 2010 (continued)

6 Interest payable

	2010	2009
	£	£
Interest payable on bank borrowings	55,786	49,560

7 Tax on profit on ordinary activities

	Note	2010	2009
		£	£
Current Tax			
Corporation tax based on the results for the year at 28% (2009 28%)		(100,829)	328,716
Adjustment to tax charge in respect of prior periods		9,789	
Total current tax		(91,040)	328,716
Deferred tax credit	12	(54,851)	(38,862)
Total deferred tax		(54,851)	(38,862)
Tax on profit on ordinary activities		(145,891)	289,854

The tax assessed for the year is higher than the standard rate of corporation tax in the UK (28%) The differences are explained below:

	2010	2009
	£	£
(Loss)/profit on ordinary activities before taxation	(587,310)	1,126,075
Profit on ordinary activities multiplied by the standard rate	(164,447)	315,301
Effects of		
Accelerated capital allowances / other timing differences	63,618	13,415
Adjustment to tax charge in respect of prior periods	9,789	
Current tax (credit)/charge for the year	(91,040)	328,716

Notes to the Financial Statements for the year ended 31 March 2010 (continued)

8 Tangible assets

Equipment	Fixtures and fittings	Computers	Total
£	£	£	£
68,956	123,443	151,460	343,859
(15,325)	(47,129)	(58,358)	(120,812)
53,631	76,314	93,102	223,047
33,792	78,227	99,225	211,244
21,781	14,343	27,721	63,845
(15,325)	(47,129)	(58,358)	(120,812)
40,248	45,441	68,588	154,277
13,383	30,873	24,514	68,770
35,164	45,216	52,235	132,615
	£ 68,956 (15,325) 53,631 33,792 21,781 (15,325) 40,248 13,383	fittings £ £ £ 68,956 123,443 (15,325) (47,129) 53,631 76,314 33,792 78,227 21,781 14,343 (15,325) (47,129) 40,248 45,441 13,383 30,873	£ £ £ £ 68,956 123,443 151,460 (15,325) (47,129) (58,358) 53,631 76,314 93,102 33,792 78,227 99,225 21,781 14,343 27,721 (15,325) (47,129) (58,358) 40,248 45,441 68,588 13,383 30,873 24,514

9 Debtors

	2010	2009
	£	£
Unbilled receivables	213,448	254,009
Client account (see note below)	2,190,634	25,372,991
Prepayments and accrued income	143,706	180,817
Deferred tax (note 12)	92,909	38,058
Amounts due from group undertakings	191,110	1,134,900
	2,831,807	26,980,775

Client Account represents client account bank balances with a corresponding amount payable within other creditors (see note 10)

Notes to the Financial Statements for the year ended 31 March 2010 (continued)

10 Creditors: amounts falling due within one year

	2010	2009
	£	£
Bank loans and overdrafts	-	139,306
Trade creditors	37,158	36,926
PAYE and social security	47,018	123,777
Corporation tax	1,036	92,076
Client Account (see note 9)	2,190,634	25,372,991
VAT	42,255	19,336
Amounts owed to group undertakings	7,209	10,502
Accruals and deferred income	320,408	439,448
	2,645,718	26,234,362

11 Commitments under operating leases

At 31 March 2010 the company had no annual commitments under non-cancellable operating leases -

	2010		2009	
	Land & Buildings	Other Items	Land & Buildings	Other items
	£	£	£	£
Operating leases which expire				
- Within 1 year	51,075		69,061	<u>-</u>
	51,075	<u>-</u>	69,061	-

12 Deferred Taxation

	2010
	£
At 31 March 2009	38,058
Credited to profit and loss account	54,851
At 31 March 2010	92,909

Notes to the Financial Statements for the year ended 31 March 2010 (continued)

12 Deferred Taxation (continued)

The deferred taxation liability comprises

	2010
	£
Accelerated capital allowances	92,909

13 Share capital

Allotted, called up and fully paid:

2010	2009
£	£
1,000 ordinary shares of £0 001 each	1

14 Reserves

	Profit and loss account
	£
At 31 March 2009	879,027
Loss for financial year	(441,419)
At 31 March 2010	437,608

Notes to the Financial Statements for the year ended 31 March 2010 (continued)

15 Reconciliation of movements in shareholders' funds

	2010	2009
	£	£
(Loss)/profit for the financial year	(441,419)	836,221
Net (decrease)/increase in shareholders' funds	(441,419)	836,221
Opening shareholders' equity funds	879,028	42,807
Closing shareholders' funds	437,609	879,028

16 Reconciliation of net cash inflow from operating activities

	2010 £	2009 £
Operating (loss)/profit	(531,524)	1,175,635
Depreciation	63,845	104,211
Proceeds from sale of fixed assets	-	14,683
Decrease/(increase) in debtors	1,021,462	(1,217,850)
Decrease in creditors	(175,941)	(88,764)
Net cash inflow/(outflow) from operating activities	377,842	(12,085)

17 Reconciliation of net cash flow to movement in net debt

	2010 £	2009 £
Increase/(decrease) in cash in the year	322,056	(335,690)
Decrease in debt		
Movement in net debt in the year	322,056	(335,690)
Net as at 1 April 2009	(139,306)	196,384
Net cash/(debt) as at 31 March 2010	182,750	(139,306)

Notes to the Financial Statements for the year ended 31 March 2010 (continued)

18 Analysis of changes in net debt

	At 31 March 2009	Cash Flows	At 31 March 2010
	£	£	£
Net cash			
Cash in hand and at bank	-	182,750	182,750
Overdrafts	(139,306)	139,306	<u>.</u>
	(139,306)	322,056	182,750
Debt due after 1 year			<u>-</u>
	-	-	-
Net cash/(debt)	(139,306)	322,056	182,750

19 Ultimate parent company and controlling party

The ultimate parent company and controlling party of LMS Direct Conveyancing Limited at 31 March 2010 was LMS Group Holdings Limited

The immediate parent undertaking at 31 March 2010 was LMS Holdings Limited Subsequent to the year end the company was acquired by Cybele Solutions Limited which is now regarded as the immediate parent undertaking and controlling party

Notes to the Financial Statements for the year ended 31 March 2010 (continued)

20 Related Party Transactions

The following transactions were undertaken on an arms' length basis

	2010	2009
	£	£
Legal Marketing Services Limited		
Goods and services sold to	1,924,437	2,337,176
Aggregate trade creditor balance at year end	(10,881	(2,133)
Inter company loan (debtor)	191,110	1,134,900
Energy Reports and Surveys Limited		
Inter company loan (creditor)		(3,293)
LMS Holdings Limited		
Inter company loan (creditor)	(7,209	(7,209