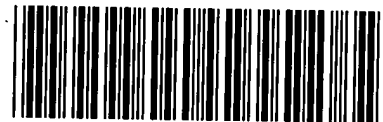


Company Registration No. 05984382 (England and Wales)

TDKP LIMITED
ANNUAL REPORT AND FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 DECEMBER 2019

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TDKP LIMITED

COMPANY INFORMATION

Directors	Mr E J B Reeves Mr M A Williams Mr M Finlay Mrs J K Swash
Company number	05984382
Registered office	Western Gateway Wrexham LL13 7ZB
Auditor	RSM UK Audit LLP One City Place Chester CH1 3BQ

TDKP LIMITED

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TDKP LIMITED

STRATEGIC REPORT

FOR THE YEAR ENDED 31 DECEMBER 2019

The directors present the strategic report for the year ended 31 December 2019.

Strategic review and future developments

The directors are very pleased with the performance of the Business, with 2019 representing a year of consolidation for the Group following the acquisition of Made Simple Group at the beginning of 2018 and the subsequent investment by ECI Partners in November 2018. The business continues to demonstrate strong growth in the US, has established an important new product vertical in the form of Live Chat and leveraged synergies at Made Simple Group.

The business delivered revenue growth of 16%, which was driven by a combination of continued strong organic growth in the core UK business, 52% revenue growth in the US business and the maturity of the Live Chat proposition (Live Chat revenues grew 100% on the prior year).

The group reports an EBITDA (Pre Exceptional items of £Nil (2018: £10.1million)) of £8.0 million (2018: £7.1 million), which represents a 12% increase on the prior year. This increase was a result of the aforementioned revenue growth, improvements in net contribution percentage and realisation of operating leverage in the overhead base due to investment in prior years.

The financial position of the group as at 31 December 2019 is net assets of £13.0 million and net current liabilities of £4.8 million, which has reduced by £2.2 million during the financial year. When excluding amounts due to group undertakings, the group reports net current assets of £5.7 million, including cash reserves of £9.9 million.

During the year the business added to the senior management team with a new Chief Technology Officer and Chief Marketing Officer which reflects the business's intention to transition increasingly to a technology led business with a larger brand presence in the UK and US.

During 2019 the Business successfully transitioned to a new group wide, cloud hosted, communication system, which was a significant infrastructure project. This creates scalability for future growth and better positions the Business to offer omni-channel communications and AI driven solutions. This transition allowed the Group to successfully support home working during COVID-19 restrictions in half 1 of 2020.

TDKP LIMITED

STRATEGIC REPORT (CONTINUED)

FOR THE YEAR ENDED 31 DECEMBER 2019

Principal risks and uncertainties

The directors and senior management are confident of the skills and knowledge throughout the company and in its capability of offering the required product and service mix to meet market requirements.

All companies are exposed to certain risks and uncertainties, and the company does not underestimate these threats, and it is the responsibility of the officers of the company to assess, control and minimise and exposure.

The directors consider the two principal risks of the company to be:

Credit risk

The company's financial assets are bank balances and cash and trade and other receivables.

The company's credit risk is primarily attributable to trade receivables. The amounts presented in the balance sheet are net of allowances for doubtful receivables. An allowance for impairment is made when there is an identified loss event, which, based on previous experience, is evidence of a reduction in the recoverability of cash flows. The company continues to operate a strict credit management policy in an aim to minimise this risk.

The credit risk on liquid funds is limited because the counterparts are banks with high credit-ratings assigned by international credit-rating agencies.

Economic risk

Whilst the company is subject to the same external uncertainties faced by all companies in the current macro-economic environment, the directors believe that the company is well placed to respond to challenges that may arise in the foreseeable future due to having a diverse customer base spread across a number of industry sectors. The directors have assessed the risk of BREXIT on the business and due to the nature of our employee base and trade, any impact is restricted to a wider downturn in the overall economy. However, due to the diversified nature of our client base from a sector mix and volume perspective, along with the increased revenues in the USA from the recent acquisition, the risk associated with BREXIT is considered low.

Foreign exchange rate risk

Following the acquisition of Voice Nation on 26 February 2020 the Group's sales in USD has increased and is only partially matched by expenses in these currencies. To hedge against this risk the funding for the acquisition was denominated in USD.

Key performance indicators

The financial performance of the group is managed with extensive weekly and monthly reporting. Following the introduction of private equity investment a new board pack has been developed to track performance against the previous twelve months that comprises, financial, marketing, operational and technical data. The Directors consider that turnover and EBITDA as the main KPI, which is discussed in detail above.

Post balance sheet event

On 26th February 2020 Callitech US Inc, a subsidiary of the Company, entered into a transaction to acquire 100% of the Share Capital of Going Beyond LLC, Simply One LLC and Open Answer LLC. All are US registered businesses that specialise in outsourced telephone answering services to small and medium enterprises. The total consideration payable is US\$ 20.0 million and this has been financed by way of additional funding from the Group's bankers of US\$14.5 million and the cash reserves of the Group and the acquired Company. In 2020 this will add ca. US \$10.0 million to Group revenue and will contribute significantly to Group profit. Voice Nation Inc (the 100% subsidiary of Going Beyond LLC) provides telephone answering services to over 4,000 SME clients across the US. It significantly increases our US client base in the US and expands our service offering. Ninja Number (the 100% subsidiary of Simply One LLC) is a business phone app which also has 4,000 clients, aimed at the solopreneur market. Ninja Number LLC adds to our technology suite and complements our Pocket Phone System product in the UK market. US revenues now account for over 25% of group revenues and we have close to 10,000 US clients.

TDKP LIMITED

STRATEGIC REPORT (CONTINUED)

FOR THE YEAR ENDED 31 DECEMBER 2019

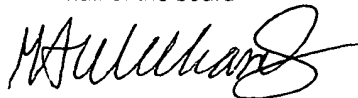
Going concern

The Board regularly reviews revenue, profitability and cash flow forecasts across the short, medium and longer term. A number of downside sensitised scenarios are modelled and considered to create a wide range of possible outcomes, the assumptions behind which are robustly challenged. The Board compares actual performance against budgets and forecasts and reviews variances to continually refine and improve forecasting ability from which to make effective decisions.

However, the uncertain impact of COVID-19 in 2020 and 2021 makes such an assessment more challenging and a highly sensitive downside was modelled. This took into account a reduction in client numbers, a reduction in average client revenue, delays to receipts from clients and an increased provision for doubtful debts. This downside was considered to last from Q2 2020 and not to recover until Q2 2021. In addition, the Group Companies successfully worked from home during Q2 2020 and this demonstrated the flexibility of our operations if COVID-19 restrictions were not lifted.

The sensitised cash flow forecast based on these assumptions demonstrated that the Group will be able to pay its debts as they fall due for a period of at least twelve months from the date of signing these accounts. The Group has since outperformed these sensitised models during a three month period and the Directors are, therefore, satisfied that the financial statements should be prepared on the going concern basis.

On behalf of the board



Mr M A Williams
Director

18 December 2020

TDKP LIMITED

DIRECTORS' REPORT

FOR THE YEAR ENDED 31 DECEMBER 2019

The directors present their annual report and financial statements for the year ended 31 December 2019.

Principal activities

TDKP Limited is the holding company of Callitech Limited and Callitech US Inc whose principal activities during the year was providing communication products and services to our clients that consists of telephone answering, outsourced switchboard, live chat, natural language digital switchboard and digital telephone answering products.

On 2 January 2018 the company acquired Made Simple Group Limited, via their holding company SimpHold Limited, and they specialise in providing online solutions to start-up and small business communities, such as company formation, virtual offices, website creation and a co-working space in central London.

Directors

The directors who held office during the year and up to the date of signature of the financial statements were as follows:

Mr E J B Reeves
Mr M A Williams
Mr M Finlay
Mrs J K Swash

Results and dividends

The results for the year are set out on page 10.

No ordinary dividends were paid. The directors do not recommend payment of a further dividend.

Supplier payment policy

The group's current policy concerning the payment of trade creditors is to follow the CBI's Prompt Payers Code (copies are available from the CBI, Centre Point, 103 New Oxford Street, London WC1A 1DU).

The group's current policy concerning the payment of trade creditors is to:

- settle the terms of payment with suppliers when agreeing the terms of each transaction;
- ensure that suppliers are made aware of the terms of payment by inclusion of the relevant terms in contracts; and
- pay in accordance with the group's contractual and other legal obligations.

Trade creditors of the group at the year end were equivalent to 19 day's purchases, based on the average daily amount invoiced by suppliers during the year.

Disabled persons

Applications for employment by disabled persons are always fully considered, bearing in mind the aptitudes of the applicant concerned. In the event of members of staff becoming disabled, every effort is made to ensure that their employment within the group continues and that the appropriate training is arranged. It is the policy of the group that the training, career development and promotion of disabled persons should, as far as possible, be identical to that of other employees.

Employee involvement

The group's policy is to consult and discuss with employees, staff councils and at meetings, matters likely to affect employees' interests.

Information about matters of concern to employees is given through information bulletins and reports which seek to achieve a common awareness on the part of all employees of the financial and economic factors affecting the group's performance.

TDKP LIMITED

DIRECTORS' REPORT (CONTINUED)

FOR THE YEAR ENDED 31 DECEMBER 2019

Auditor

RSM UK Audit LLP have indicated their willingness to be reappointed for another term and appropriate arrangements have been put in place for them to be deemed reappointed as auditors in the absence of an Annual General Meeting.

Strategic report

The group has chosen in accordance with Companies Act 2006, s. 414C(11) to set out in the group's strategic report information required by Large and Medium-sized Companies and Groups (Accounts and Reports) Regulations 2008, Sch. 7 to be contained in the directors' report. It has done so in respect of principal risks and uncertainties.

Statement of disclosure to auditor

So far as each person who was a director at the date of approving this report is aware, there is no relevant audit information of which the auditor of the company is unaware. Additionally, the directors individually have taken all the necessary steps that they ought to have taken as directors in order to make themselves aware of all relevant audit information and to establish that the auditor of the company is aware of that information.

On behalf of the board



Mr M A Williams

Director

18 December 2020

TDKP LIMITED

DIRECTORS' RESPONSIBILITIES STATEMENT

FOR THE YEAR ENDED 31 DECEMBER 2019

The directors are responsible for preparing the Annual 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 group and company, 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;
- 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 group and company will continue in business.

The directors are responsible for keeping adequate accounting records that are sufficient to show and explain the group's and company's transactions and disclose with reasonable accuracy at any time the financial position of the group and 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 group and company and hence for taking reasonable steps for the prevention and detection of fraud and other irregularities.

TDKP LIMITED

INDEPENDENT AUDITOR'S REPORT TO THE MEMBERS OF TDKP LIMITED

Opinion

We have audited the financial statements of TDKP Limited (the 'parent company') and its subsidiaries (the 'group') for the year ended 31 December 2019 which comprise the group statement of comprehensive income, the group balance sheet, the company balance sheet, the group statement of changes in equity, the company statement of changes in equity, the group statement of cash flows and notes to the financial statements, including a summary of significant accounting policies. The financial reporting framework that has been applied in their preparation is applicable law and United Kingdom Accounting Standards, including FRS 102 The Financial Reporting Standard applicable in the UK and Republic of Ireland (United Kingdom Generally Accepted Accounting Practice).

In our opinion the financial statements:

- give a true and fair view of the state of the group's and the parent company's affairs as at 31 December 2019 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.

Basis for opinion

We conducted our audit in accordance with International Standards on Auditing (UK) (ISAs (UK)) and applicable law. Our responsibilities under those standards are further described in the Auditor's responsibilities for the audit of the financial statements section of our report. We are independent of the company in accordance with the ethical requirements that are relevant to our audit of the financial statements in the UK, including the FRC's Ethical Standard, and we have fulfilled our other ethical responsibilities in accordance with these requirements. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

Conclusions relating to going concern

We have nothing to report in respect of the following matters in relation to which the ISAs (UK) require us to report to you where:

- the directors' use of the going concern basis of accounting in the preparation of the financial statements is not appropriate; or
- the directors have not disclosed in the financial statements any identified material uncertainties that may cast significant doubt about the group's or the parent company's ability to continue to adopt the going concern basis of accounting for a period of at least twelve months from the date when the financial statements are authorised for issue.

Other information

The directors are responsible for the other information. The other information comprises the information included in the annual report, other than the financial statements and our auditor's report thereon. Our opinion on the financial statements does not cover the other information and, except to the extent otherwise explicitly stated in our report, we do not express any form of assurance conclusion thereon.

In connection with our audit of the financial statements, our responsibility is to read the other information and, in doing so, consider whether the other information is materially inconsistent with the financial statements or our knowledge obtained in the audit or otherwise appears to be materially misstated. If we identify such material inconsistencies or apparent material misstatements, we are required to determine whether there is a material misstatement in the financial statements or a material misstatement of the other information. If, based on the work we have performed, we conclude that there is a material misstatement of this other information, we are required to report that fact.

We have nothing to report in this regard.

TDKP LIMITED

INDEPENDENT AUDITOR'S REPORT (CONTINUED)

TO THE MEMBERS OF TDKP LIMITED

Opinions on other matters prescribed by the Companies Act 2006

In our opinion, based on the work undertaken in the course of our audit:

- the information given in the strategic report and the directors' report for the financial year for which the financial statements are prepared is consistent with the financial statements; and
- the strategic report and the directors' report have been prepared in accordance with applicable legal requirements.

Matters on which we are required to report by exception

In the light of the knowledge and understanding of the group and the parent company and its environment obtained in the course of the audit, we have not identified material misstatements in the strategic report and the directors' report.

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.

Responsibilities of directors

As explained more fully in the directors' responsibilities statement, the directors are responsible for the preparation of the financial statements and for being satisfied that they give a true and fair view, and for such internal control as the directors determine is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the financial statements, the directors are responsible for assessing the group's and the parent company's ability to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless the directors either intend to liquidate the group or the parent company or to cease operations, or have no realistic alternative but to do so.

Auditor's responsibilities for the audit of the financial statements

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with ISAs (UK) will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these financial statements.

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

TDKP LIMITED

INDEPENDENT AUDITOR'S REPORT (CONTINUED)

TO THE MEMBERS OF TDKP LIMITED

Use of our report

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



Jonathan Lowe (Senior Statutory Auditor)
for and on behalf of RSM UK Audit LLP

21 December 2020

Chartered Accountants
Statutory Auditor

One City Place
Chester
CH1 3BQ

TDKP LIMITED

GROUP STATEMENT OF COMPREHENSIVE INCOME

FOR THE YEAR ENDED 31 DECEMBER 2019

	Notes	2019 £	2018 £
Turnover	3	36,892,752	31,739,669
Cost of sales		(12,132,729)	(10,801,993)
Gross profit		24,760,023	20,937,676
Administrative expenses		(16,723,010)	(13,771,400)
Depreciation and other amounts written off tangible and intangible fixed assets	5	(2,768,614)	(2,797,984)
Exceptional items	4	-	(10,092,403)
Operating profit/(loss)	5	5,268,399	(5,724,111)
Interest receivable and similar income	9	28,160	27,166
Interest payable and similar expenses	10	(654,781)	(700,104)
Profit/(loss) before taxation		4,641,778	(6,397,049)
Tax on profit/(loss)	11	(1,383,972)	346,348
Profit/(loss) for the financial year	25	3,257,806	(6,050,701)
Other comprehensive income			
Currency translation differences		(11,516)	21,618
Total comprehensive income for the year		3,246,290	(6,029,083)

Profit/(loss) for the financial year is all attributable to the owners of the parent company.

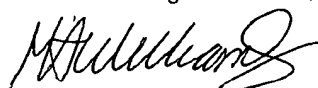
Total comprehensive income for the year is all attributable to the owners of the parent company.

TDKP LIMITED

GROUP BALANCE SHEET AS AT 31 DECEMBER 2019

	Notes	2019 £	£	2018 £	£
Fixed assets					
Goodwill	13	5,026,310		6,702,618	
Other intangible assets	13	382,685		331,058	
Total intangible assets		5,408,995		7,033,676	
Tangible assets	14	12,933,483		13,342,331	
		18,342,478		20,376,007	
Current assets					
Debtors	17	3,840,513		3,998,762	
Cash at bank and in hand		9,912,212		7,820,537	
		13,752,725		11,819,299	
Creditors: amounts falling due within one year	18	(18,598,585)		(18,917,239)	
Net current liabilities		(4,845,860)		(7,097,940)	
Total assets less current liabilities		13,496,618		13,278,067	
Creditors: amounts falling due after more than one year	19	-		(2,979,789)	
Provisions for liabilities	20	(463,928)		(511,878)	
Net assets		13,032,690		9,786,400	
Capital and reserves					
Called up share capital	24	10,826		10,826	
Share premium account	25	314,092		314,092	
Capital redemption reserve	25	10,312,754		10,312,754	
Profit and loss reserves	25	2,395,018		(851,272)	
Total equity		13,032,690		9,786,400	

The financial statements were approved by the board of directors and authorised for issue on 18 December 2020 and are signed on its behalf by:



Mr M A Williams
Director

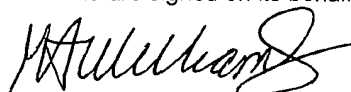
TDKP LIMITED

COMPANY BALANCE SHEET AS AT 31 DECEMBER 2019

	Notes	2019 £	£	2018 £	£
Fixed assets					
Tangible assets	14	11,540,674		12,159,080	
Investments	15	9,678,854		9,678,854	
		<u>21,219,528</u>		<u>21,837,934</u>	
Current assets					
Debtors	17	7,082,545		7,733,330	
Cash at bank and in hand		13,289		3,323,208	
		<u>7,095,834</u>		<u>11,056,538</u>	
Creditors: amounts falling due within one year	18	(13,652,675)		(16,701,803)	
Net current liabilities		<u>(6,556,841)</u>		<u>(5,645,265)</u>	
Total assets less current liabilities		<u>14,662,687</u>		<u>16,192,669</u>	
Creditors: amounts falling due after more than one year	19	-		(2,979,789)	
Provisions for liabilities	21	(254,101)		(219,621)	
Net assets		<u>14,408,586</u>		<u>12,993,259</u>	
Capital and reserves					
Called up share capital	24	10,826		10,826	
Share premium account	25	314,092		314,092	
Capital redemption reserve	25	10,312,754		10,312,754	
Profit and loss reserves	25	3,770,914		2,355,587	
Total equity		<u>14,408,586</u>		<u>12,993,259</u>	

As permitted by s408 Companies Act 2006, the company has not presented its own profit and loss account and related notes. The company's profit for the year was £1,415,327 (2018 - £127,320 loss).

The financial statements were approved by the board of directors and authorised for issue on 18 December 2020 and are signed on its behalf by:



Mr M A Williams
Director

Company Registration No. 05984382

TDKP LIMITED

GROUP STATEMENT OF CHANGES IN EQUITY

FOR THE YEAR ENDED 31 DECEMBER 2019

	Notes	Share capital £	Share premium account £	Capital redemption reserve £	Profit and loss reserves £	Total £
Balance at 1 January 2018		10,000	161,533	864	5,656,034	5,828,431
Year ended 31 December 2018:						
Loss for the year		-	-	-	(6,050,701)	(6,050,701)
Other comprehensive income:						
Currency translation differences		-	-	-	21,618	21,618
Total comprehensive income for the year		-	-	-	(6,029,083)	(6,029,083)
Issue of share capital	24	826	152,559	-	-	153,385
Dividends	12	-	-	-	(478,223)	(478,223)
Redemption of shares	24	-	-	10,311,890	-	10,311,890
Balance at 31 December 2018		10,826	314,092	10,312,754	(851,272)	9,786,400
Year ended 31 December 2019:						
Profit for the year		-	-	-	3,257,806	3,257,806
Other comprehensive income:						
Currency translation differences on overseas subsidiaries		-	-	-	(11,516)	(11,516)
Total comprehensive income for the year		-	-	-	3,246,290	3,246,290
Balance at 31 December 2019		10,826	314,092	10,312,754	2,395,018	13,032,690

TDKP LIMITED

COMPANY STATEMENT OF CHANGES IN EQUITY

FOR THE YEAR ENDED 31 DECEMBER 2019

	Notes	Share capital £	Share premium account £	Capital redemption reserve £	Profit and loss reserves £	Total £
Balance at 1 January 2018		10,000	161,533	864	2,961,130	3,133,527
Year ended 31 December 2018:						
Loss and total comprehensive income for the year		-	-	-	(127,320)	(127,320)
Issue of share capital	24	826	152,559	-	-	153,385
Dividends	12	-	-	-	(478,223)	(478,223)
Redemption of shares	24	-	-	10,311,890	-	10,311,890
Balance at 31 December 2018		10,826	314,092	10,312,754	2,355,587	12,993,259
Year ended 31 December 2019:						
Profit and total comprehensive income for the year		-	-	-	1,415,327	1,415,327
Balance at 31 December 2019		10,826	314,092	10,312,754	3,770,914	14,408,586

TDKP LIMITED

GROUP STATEMENT OF CASH FLOWS

FOR THE YEAR ENDED 31 DECEMBER 2019

	Notes	2019 £	£	2018 £	£
Cash flows from operating activities					
Cash generated from/(absorbed by) operations	32		3,426,430		(2,993,081)
Interest paid			(654,781)		(290,621)
Income taxes refunded/(paid)			38,467		(604,048)
Net cash inflow/(outflow) from operating activities			2,810,116		(3,887,750)
Investing activities					
Purchase of business		-		(2,826,161)	
Purchase of intangible assets		(175,716)		(135,172)	
Purchase of tangible fixed assets		(562,066)		(1,958,202)	
Proceeds on disposal of tangible fixed assets		410		4,924	
Interest received		28,160		11,476	
Net cash used in investing activities			(709,212)		(4,903,135)
Financing activities					
Proceeds from issue of shares		-		153,386	
Redemption of shares		-		10,311,890	
Loans to shareholders		-		637,534	
Proceeds from group undertakings		-		12,348,004	
Proceeds of new bank loans		-		3,650,000	
Repayment of bank loans		-		(11,982,705)	
Dividends paid to equity shareholders		-		(478,223)	
Net cash (used in)/generated from financing activities			-		14,639,886
Net increase in cash and cash equivalents			2,100,904		5,849,001
Cash and cash equivalents at beginning of year			7,820,537		1,956,096
Effect of foreign exchange rates			(9,229)		15,440
Cash and cash equivalents at end of year			9,912,212		7,820,537

TDKP LIMITED

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2019

1 Accounting policies

Company information

TDKP Limited ("the company") is a private limited company domiciled and incorporated in England and Wales. The registered office is Western Gateway, Wrexham, LL13 7ZB.

The group consists of TDKP Limited and all of its subsidiaries.

1.1 Accounting convention

These financial statements have been prepared in accordance with FRS 102 "The Financial Reporting Standard applicable in the UK and Republic of Ireland" ("FRS 102") and the requirements of the Companies Act 2006.

The financial statements are prepared in sterling, which is the functional currency of the company. Monetary amounts in these financial statements are rounded to the nearest £.

The financial statements have been prepared under the historical cost convention. The principal accounting policies adopted are set out below.

The company is a qualifying entity for the purposes of FRS 102, being a member of a group where the parent of that group prepares publicly available consolidated financial statements, including this company, which are intended to give a true and fair view of the assets, liabilities, financial position and profit or loss of the group. The company has therefore taken advantage of exemptions from the following disclosure requirements for parent company information presented within the consolidated financial statements:

- Section 4 'Statement of Financial Position' – Reconciliation of the opening and closing number of shares;
- Section 7 'Statement of Cash Flows' – Presentation of a statement of cash flow and related notes and disclosures;
- Section 11 'Basic Financial Instruments' and Section 12 'Other Financial Instrument Issues' – Carrying amounts, interest income/expense and net gains/losses for each category of financial instrument; basis of determining fair values; details of collateral, loan defaults or breaches, details of hedges, hedging fair value changes recognised in profit or loss and in other comprehensive income;
- Section 26 'Share based Payment' – Share-based payment expense charged to profit or loss, reconciliation of opening and closing number and weighted average exercise price of share options, how the fair value of options granted was measured, measurement and carrying amount of liabilities for cash-settled share-based payments, explanation of modifications to arrangements;
- Section 33 'Related Party Disclosures' – Compensation for key management personnel.

Research and development

Research expenditure is written off as incurred. Development expenditure is also written off, except where the directors are satisfied as to the technical, commercial and financial viability of individual projects. In such cases, the identifiable expenditure is deferred and amortised over the period during which the company is expected to benefit. Provision is made for any impairment.

TDKP LIMITED

NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

FOR THE YEAR ENDED 31 DECEMBER 2019

1 Accounting policies

(Continued)

The consolidated financial statements incorporate those of TDKP Limited and all of its subsidiaries (ie entities that the group controls through its power to govern the financial and operating policies so as to obtain economic benefits). Subsidiaries acquired during the year are consolidated using the purchase method. Their results are incorporated from the date that control passes.

All financial statements are made up to 31 December 2019. Where necessary, adjustments are made to the financial statements of subsidiaries to bring the accounting policies used into line with those used by other members of the group.

All intra-group transactions, balances and unrealised gains on transactions between group companies are eliminated on consolidation. Unrealised losses are also eliminated unless the transaction provides evidence of an impairment of the asset transferred.

Entities in which the group holds an interest and which are jointly controlled by the group and one or more other venturers under a contractual arrangement are treated as joint ventures. In the group financial statements, joint ventures are accounted for using the equity method.

1.2 Going concern

At the time of approving the financial statements, the directors have a reasonable expectation that the company can meet its financial obligations from existing facilities. When reviewing the forecasts an increased sensitivity analysis was undertaken to assess the impact of COVID-19 and this demonstrated the company had adequate resources to meet its financial obligations up to 31 December 2021. Thus the directors continue to adopt the going concern basis of accounting in preparing the financial statements.

The group has net current liabilities at the year-end due to amounts owed to group undertakings. The financial statements have been prepared on a going concern basis on the grounds that the company will continue to be supported financially by companies within the group.

1.3 Turnover

Turnover is recognised at the fair value of the consideration received or receivable for goods and services provided in the normal course of business, and is shown net of VAT and other sales related taxes. The fair value of consideration takes into account trade discounts, settlement discounts and volume rebates.

All turnover relates to the group's principal activity and arose within the United Kingdom and United States. Sales are recognised at the point at which the company has fulfilled its contractual obligations to the customer.

Commissions received is recognised in the period in which the right to the consideration has been established.

1.4 Intangible fixed assets - goodwill

Goodwill represents the excess of the cost of acquisition of a business over the fair value of net assets acquired. It is initially recognised as an asset at cost and is subsequently measured at cost less accumulated amortisation and accumulated impairment losses. Goodwill is considered to have a finite useful life and is amortised on a systematic basis over its expected life, which is 5 or 10 years.

For the purposes of impairment testing, goodwill is allocated to the cash-generating units expected to benefit from the acquisition. Cash-generating units to which goodwill has been allocated are tested for impairment at least annually, or more frequently when there is an indication that the unit may be impaired. If the recoverable amount of the cash-generating unit is less than the carrying amount of the unit, the impairment loss is allocated first to reduce the carrying amount of any goodwill allocated to the unit and then to the other assets of the unit pro-rata on the basis of the carrying amount of each asset in the unit.

TDKP LIMITED

NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

FOR THE YEAR ENDED 31 DECEMBER 2019

1 Accounting policies

(Continued)

1.5 Intangible fixed assets other than goodwill

Intangible assets acquired separately from a business are recognised at cost and are subsequently measured at cost less accumulated amortisation and accumulated impairment losses.

Intangible assets acquired on business combinations are recognised separately from goodwill at the acquisition date where it is probable that the expected future economic benefits that are attributable to the asset will flow to the entity and the cost or value of the asset can be measured reliably; the intangible asset arises from contractual or other legal rights; and the intangible asset is separable from the entity.

Amortisation is recognised so as to write off the cost or valuation of assets less their residual values over their useful lives on the following bases:

Software	10% straight line
Patents	20% straight line

1.6 Tangible fixed assets

Tangible fixed assets are initially measured at cost and subsequently measured at cost or valuation, net of depreciation and any impairment losses.

Depreciation is recognised so as to write off the cost or valuation of assets less their residual values over their useful lives on the following bases:

Freehold land and buildings	4% straight line
Leasehold improvements	Over the period of the lease
Short leasehold property	Over the period of the lease
Fixtures and fittings	20% reducing balance
Computer equipment	20% straight line

The gain or loss arising on the disposal of an asset is determined as the difference between the sale proceeds and the carrying value of the asset, and is recognised in the profit and loss account.

Any assets in the course of construction within land and buildings will not be depreciated until fully completed.

1.7 Fixed asset investments

The financial statements have been prepared with early application of the FRS 102 Triennial Review 2017 amendments in full.

A subsidiary is an entity controlled by the group. Control is the power to govern the financial and operating policies of the entity so as to obtain benefits from its activities.

TDKP LIMITED

NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

FOR THE YEAR ENDED 31 DECEMBER 2019

1 Accounting policies

(Continued)

An associate is an entity, being neither a subsidiary nor a joint venture, in which the company holds a long-term interest and where the company has significant influence. The group considers that it has significant influence where it has the power to participate in the financial and operating decisions of the associate.

Investments in associates are initially recognised at the transaction price (including transaction costs) and are subsequently adjusted to reflect the group's share of the profit or loss, other comprehensive income and equity of the associate using the equity method. Any difference between the cost of acquisition and the share of the fair value of the net identifiable assets of the associate on acquisition is recognised as goodwill. Any unamortised balance of goodwill is included in the carrying value of the investment in associates.

Losses in excess of the carrying amount of an investment in an associate are recorded as a provision only when the company has incurred legal or constructive obligations or has made payments on behalf of the associate.

In the parent company financial statements, investments in associates are accounted for at cost less impairment.

Entities in which the group has a long term interest and shares control under a contractual arrangement are classified as jointly controlled entities.

1.8 Impairment of fixed assets

At each reporting period end date, the group reviews the carrying amounts of its tangible and intangible assets to determine whether there is any indication that those assets have suffered an impairment loss. If any such indication exists, the recoverable amount of the asset is estimated in order to determine the extent of the impairment loss (if any). Where it is not possible to estimate the recoverable amount of an individual asset, the company estimates the recoverable amount of the cash-generating unit to which the asset belongs.

The carrying amount of the investments accounted for using the equity method is tested for impairment as a single asset. Any goodwill included in the carrying amount of the investment is not tested separately for impairment.

Intangible assets with indefinite useful lives and intangible assets not yet available for use are tested for impairment annually, and whenever there is an indication that the asset may be impaired.

Recoverable amount is the higher of fair value less costs to sell and value in use. In assessing value in use, the estimated future cash flows are discounted to their present value using a pre-tax discount rate that reflects current market assessments of the time value of money and the risks specific to the asset for which the estimates of future cash flows have not been adjusted.

If the recoverable amount of an asset (or cash-generating unit) is estimated to be less than its carrying amount, the carrying amount of the asset (or cash-generating unit) is reduced to its recoverable amount. An impairment loss is recognised immediately in profit or loss, unless the relevant asset is carried at a revalued amount, in which case the impairment loss is treated as a revaluation decrease.

Recognised impairment losses are reversed if, and only if, the reasons for the impairment loss have ceased to apply. Where an impairment loss subsequently reverses, the carrying amount of the asset (or cash-generating unit) is increased to the revised estimate of its recoverable amount, but so that the increased carrying amount does not exceed the carrying amount that would have been determined had no impairment loss been recognised for the asset (or cash-generating unit) in prior years. A reversal of an impairment loss is recognised immediately in profit or loss, unless the relevant asset is carried at a revalued amount, in which case the reversal of the impairment loss is treated as a revaluation increase.

TDKP LIMITED

NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

FOR THE YEAR ENDED 31 DECEMBER 2019

1 Accounting policies

(Continued)

1.9 Cash at bank and in hand

Cash at bank and in hand are basic financial assets and include cash in hand, deposits held at call with banks, other short-term liquid investments with original maturities of three months or less, and bank overdrafts. Bank overdrafts are shown within borrowings in current liabilities.

1.10 Financial instruments

The group has elected to apply the provisions of Section 11 'Basic Financial Instruments' and Section 12 'Other Financial Instruments Issues' of FRS 102 to all of its financial instruments.

Financial instruments are recognised in the group's balance sheet when the group becomes party to the contractual provisions of the instrument.

Financial assets and liabilities are offset and the net amounts presented in the financial statements when there is a legally enforceable right to set off the recognised amounts and there is an intention to settle on a net basis or to realise the asset and settle the liability simultaneously.

Basic financial assets

Basic financial assets, which include debtors and cash and bank balances, are initially measured at transaction price including transaction costs and are subsequently carried at amortised cost using the effective interest method unless the arrangement constitutes a financing transaction, where the transaction is measured at the present value of the future receipts discounted at a market rate of interest. Financial assets classified as receivable within one year are not amortised.

Other financial assets

Other financial assets, including investments in equity instruments which are not subsidiaries, associates or joint ventures, are initially measured at fair value, which is normally the transaction price. Such assets are subsequently carried at fair value and the changes in fair value are recognised in profit or loss, except that investments in equity instruments that are not publicly traded and whose fair values cannot be measured reliably are measured at cost less impairment.

Impairment of financial assets

Financial assets, other than those held at fair value through profit and loss, are assessed for indicators of impairment at each reporting end date.

Financial assets are impaired where there is objective evidence that, as a result of one or more events that occurred after the initial recognition of the financial asset, the estimated future cash flows have been affected. If an asset is impaired, the impairment loss is the difference between the carrying amount and the present value of the estimated cash flows discounted at the asset's original effective interest rate. The impairment loss is recognised in profit or loss.

If there is a decrease in the impairment loss arising from an event occurring after the impairment was recognised, the impairment is reversed. The reversal is such that the current carrying amount does not exceed what the carrying amount would have been, had the impairment not previously been recognised. The impairment reversal is recognised in profit or loss.

Derecognition of financial assets

Financial assets are derecognised only when the contractual rights to the cash flows from the asset expire or are settled, or when the group transfers the financial asset and substantially all the risks and rewards of ownership to another entity, or if some significant risks and rewards of ownership are retained but control of the asset has transferred to another party that is able to sell the asset in its entirety to an unrelated third party.

TDKP LIMITED

NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

FOR THE YEAR ENDED 31 DECEMBER 2019

1 Accounting policies

(Continued)

Classification of financial liabilities

Financial liabilities and equity instruments are classified according to the substance of the contractual arrangements entered into. An equity instrument is any contract that evidences a residual interest in the assets of the group after deducting all of its liabilities.

Basic financial liabilities, including creditors, bank loans, loans from fellow group companies and preference shares that are classified as debt, are initially recognised at transaction price unless the arrangement constitutes a financing transaction, where the debt instrument is measured at the present value of the future payments discounted at a market rate of interest. Financial liabilities classified as payable within one year are not amortised.

Debt instruments are subsequently carried at amortised cost, using the effective interest rate method.

Trade creditors are obligations to pay for goods or services that have been acquired in the ordinary course of business from suppliers. Amounts payable are classified as current liabilities if payment is due within one year or less. If not, they are presented as non-current liabilities. Trade creditors are recognised initially at transaction price and subsequently measured at amortised cost using the effective interest method.

Derecognition of financial liabilities

Financial liabilities are derecognised when the group's contractual obligations expire or are discharged or cancelled.

1.11 Taxation

The tax expense represents the sum of the tax currently payable and deferred tax.

Current tax

The tax currently payable is based on taxable profit for the year. Taxable profit differs from net profit as reported in the profit and loss account because it excludes items of income or expense that are taxable or deductible in other years and it further excludes items that are never taxable or deductible. The group's liability for current tax is calculated using tax rates that have been enacted or substantively enacted by the reporting end date.

Deferred tax

Deferred tax liabilities are generally recognised for all timing differences and deferred tax assets are recognised to the extent that it is probable that they will be recovered against the reversal of deferred tax liabilities or other future taxable profits. Such assets and liabilities are not recognised if the timing difference arises from goodwill or from the initial recognition of other assets and liabilities in a transaction that affects neither the tax profit nor the accounting profit.

The carrying amount of deferred tax assets is reviewed at each reporting end date and reduced to the extent that it is no longer probable that sufficient taxable profits will be available to allow all or part of the asset to be recovered. Deferred tax is calculated at the tax rates that are expected to apply in the period when the liability is settled or the asset is realised. Deferred tax is charged or credited in the profit and loss account, except when it relates to items charged or credited directly to equity, in which case the deferred tax is also dealt with in equity. Deferred tax assets and liabilities are offset if, and only if, there is a legally enforceable right to offset current tax assets and liabilities and the deferred tax assets and liabilities relate to taxes levied by the same tax authority.

TDKP LIMITED

NOTES TO THE FINANCIAL STATEMENTS (CONTINUED) FOR THE YEAR ENDED 31 DECEMBER 2019

1 Accounting policies

(Continued)

1.12 Provisions

Provisions are recognised when the group has a legal or constructive present obligation as a result of a past event, it is probable that the group will be required to settle that obligation and a reliable estimate can be made of the amount of the obligation.

The amount recognised as a provision is the best estimate of the consideration required to settle the present obligation at the reporting end date, taking into account the risks and uncertainties surrounding the obligation. Where the effect of the time value of money is material, the amount expected to be required to settle the obligation is recognised at present value. When a provision is measured at present value, the unwinding of the discount is recognised as a finance cost in profit or loss in the period in which it arises.

1.13 Employee benefits

The costs of short-term employee benefits are recognised as a liability and an expense, unless those costs are required to be recognised as part of the cost of stock or fixed assets.

The cost of any unused holiday entitlement is recognised in the period in which the employee's services are received.

Termination benefits are recognised immediately as an expense when the company is demonstrably committed to terminate the employment of an employee or to provide termination benefits.

1.14 Retirement benefits

Payments to defined contribution retirement benefit schemes are charged as an expense as they fall due.

For cash-settled share-based payments, a liability is recognised for the goods and services acquired, measured initially at the fair value of the liability. At the balance sheet date until the liability is settled, and at the date of settlement, the fair value of the liability is remeasured, with any changes in fair value recognised in profit or loss for the year.

1.15 Leases

Rentals payable under operating leases, including any lease incentives received, are charged to income on a straight line basis over the term of the relevant lease except where another more systematic basis is more representative of the time pattern in which economic benefits from the lease asset are consumed.

1.16 Foreign exchange

Transactions in currencies other than pounds sterling are recorded at the rates of exchange prevailing at the dates of the transactions. At each reporting end date, monetary assets and liabilities that are denominated in foreign currencies are retranslated at the rates prevailing on the reporting end date. Gains and losses arising on translation are included in the profit and loss account for the period.

TDKP LIMITED

NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

FOR THE YEAR ENDED 31 DECEMBER 2019

2 Judgements and key sources of estimation uncertainty

In the application of the group's accounting policies, the directors are required to make judgements, estimates and assumptions about the carrying amount of assets and liabilities that are not readily apparent from other sources. The estimates and associated assumptions are based on historical experience and other factors that are considered to be relevant. Actual results may differ from these estimates.

The estimates and underlying assumptions are reviewed on an ongoing basis. Revisions to accounting estimates are recognised in the period in which the estimate is revised where the revision affects only that period, or in the period of the revision and future periods where the revision affects both current and future periods.

The Directors do not believe any accounting estimates to be critical.

Critical judgements

The following judgements (apart from those involving estimates) have had the most significant effect on amounts recognised in the financial statements.

Intangible assets

The group initially measures intangible assets acquired in a business combination at their fair value at the date of acquisition. Management judgement is required in deriving a number of assumptions which are used in assessing the fair value of each acquisition and also in assessing the useful economic lives of these assets for the purposes of amortisation.

Onerous lease

Provision has been made in respect of leasehold properties for a vacant partly let former building. The amount provided is based on the future rental obligations together with other fixed outgoings, net of any sub-lease income. In determining the provision, the cash flows have been discounted on a pre-tax basis using a risk free rate of return.

Operating leases

In determining the lease term, Directors consider all facts and circumstances that create an economic incentive to exercise an extension or termination option. The assessment is reviewed if a significant event or a significant change in circumstances occurs which affects this assessment. During the current financial year, there was no material financial effect of revising lease terms to reflect the effect of exercising extension or termination options.

3 Turnover and other revenue

	2019	2018
	£	£
Turnover analysed by class of business		
Turnover	35,930,373	30,873,163
Commission received	962,379	866,506
	<u>36,892,752</u>	<u>31,739,669</u>
	2019	2018
	£	£
Other significant revenue		
Interest income	<u>28,160</u>	<u>27,166</u>

TDKP LIMITED

NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

FOR THE YEAR ENDED 31 DECEMBER 2019

3 Turnover and other revenue	(Continued)	
	2019 £	2018 £
Turnover analysed by geographical market		
United Kingdom	33,383,447	29,431,046
United States	3,509,305	2,308,623
	<u>36,892,752</u>	<u>31,739,669</u>
4 Exceptional costs/(income)	2019 £	2018 £
Business acquisition costs	-	107,675
Onerous lease contracts	-	(327,162)
Share-based payments	-	10,311,890
	<u>-</u>	<u>10,092,403</u>
5 Operating profit/(loss)	2019 £	2018 £
Operating profit/(loss) for the year is stated after charging/(crediting):		
Exchange (gains)/losses	(4,401)	2,864
Depreciation of owned tangible fixed assets	968,473	1,006,979
(Profit)/loss on disposal of tangible fixed assets	(8)	2,596
Amortisation of intangible assets	1,800,149	1,788,409
Share-based payments	-	10,311,890
Operating lease charges	299,741	402,445

Exchange differences recognised in profit or loss during the year, except for those arising on financial instruments measured at fair value through profit or loss, amounted to £4,401 (2018 - £2,864).

TDKP LIMITED

NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

FOR THE YEAR ENDED 31 DECEMBER 2019

6 Auditor's remuneration

	2019	2018
	£	£
Fees payable to the company's auditor and associates:		
For audit services		
Audit of the financial statements of the group and company	3,000	1,000
Audit of the financial statements of the company's subsidiaries	40,500	34,150
	<u>43,500</u>	<u>35,150</u>
For other services		
Taxation compliance services	12,419	24,050
Other taxation services	1,000	22,466
All other non-audit services	-	6,500
	<u>13,419</u>	<u>53,016</u>

7 Employees

The average monthly number of persons (including directors) employed by the group and company during the year was:

	Group 2019 Number	2018 Number	Company 2019 Number	2018 Number
Employees	<u>731</u>	<u>665</u>	<u>4</u>	<u>4</u>

Their aggregate remuneration comprised:

	Group 2019 £	2018 £	Company 2019 £	2018 £
Wages and salaries	16,890,898	15,138,907	-	165,904
Social security costs	1,364,706	1,268,001	-	33,818
Pension costs	296,908	278,854	-	40,000
	<u>18,552,512</u>	<u>16,685,762</u>	<u>-</u>	<u>239,722</u>

8 Directors' remuneration

	2019 £	2018 £
Remuneration for qualifying services	-	242,302
Company pension contributions to defined contribution schemes	-	26,336
	<u>-</u>	<u>268,638</u>

TDKP LIMITED

NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

FOR THE YEAR ENDED 31 DECEMBER 2019

8 Directors' remuneration

(Continued)

Remuneration disclosed above includes the following amounts paid to the highest paid director:

	2019 £	2018 £
Remuneration for qualifying services	n/a	157,593
Company pension contributions to defined contribution schemes	n/a	10,000

The Directors' receive remuneration from another group company in the current year and are employed by that company.

9 Interest receivable and similar income

	2019 £	2018 £
Interest income		
Interest on bank deposits	22,301	7,408
Other interest income	5,859	19,758
Total income	28,160	27,166

10 Interest payable and similar expenses

	2019 £	2018 £
Interest on bank overdrafts and loans	-	291,396
Interest payable to group undertakings	654,781	169,444
Other interest on financial liabilities	-	239,264
Total finance costs	654,781	700,104

11 Taxation

	2019 £	2018 £
Current tax		
UK corporation tax on profits for the current period	1,380,244	781
Adjustments in respect of prior periods	(12,305)	(372,992)
Total current tax	1,367,939	(372,211)

TDKP LIMITED

NOTES TO THE FINANCIAL STATEMENTS (CONTINUED) FOR THE YEAR ENDED 31 DECEMBER 2019

11 Taxation

(Continued)

Deferred tax

Origination and reversal of timing differences	16,033	17,938
Adjustment in respect of prior periods	-	7,925
Total deferred tax	<u>16,033</u>	<u>25,863</u>
Total tax charge/(credit) for the year	<u>1,383,972</u>	<u>(346,348)</u>

The actual charge for the year can be reconciled to the expected charge based on the profit or loss and the standard rate of tax as follows:

	2019 £	2018 £
Profit/(loss) before taxation	<u>4,641,778</u>	<u>(6,397,049)</u>
Expected tax charge/(credit) based on the standard rate of corporation tax in the UK of 19.00% (2018: 19.00%)	881,938	(1,215,439)
Expenses not deductible for tax purposes	421,428	98,105
Tax effect of utilisation of tax losses not previously recognised	-	323,783
Adjustments in respect of prior years	(12,305)	(1,088)
Effect of change in corporation tax rate	2,072	(2,166)
Depreciation on assets not qualifying for tax allowances	-	2,807
Amortisation on assets not qualifying for tax allowances	-	318,208
Share based payment charge	-	301,566
Under/(over) provided in prior years	-	(371,904)
Deferred tax adjustments in respect of prior years	-	7,452
Deferred tax not recognised	34,543	120,779
Fixed asset differences	56,296	71,549
Taxation charge/(credit) for the year	<u>1,383,972</u>	<u>(346,348)</u>

12 Dividends

	2019 £	2018 £
Interim paid	<u>-</u>	<u>478,223</u>

TDKP LIMITED

NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

FOR THE YEAR ENDED 31 DECEMBER 2019

13 Intangible fixed assets

Group	Goodwill £	Software £	Patents £	Total £
Cost				
At 1 January 2019	8,409,180	921,478	18,874	9,349,532
Additions - separately acquired	-	175,716	-	175,716
Exchange adjustments	-	(334)	-	(334)
At 31 December 2019	8,409,180	1,096,860	18,874	9,524,914
Amortisation and impairment				
At 1 January 2019	1,706,563	594,456	14,839	2,315,858
Amortisation charged for the year	1,676,307	123,170	672	1,800,149
Exchange adjustments	-	(88)	-	(88)
At 31 December 2019	3,382,870	717,538	15,511	4,115,919
Carrying amount				
At 31 December 2019	5,026,310	379,322	3,363	5,408,995
At 31 December 2018	6,705,767	327,023	4,035	7,033,676

The company had no intangible fixed assets at 31 December 2019 or 31 December 2018.

TDKP LIMITED

NOTES TO THE FINANCIAL STATEMENTS (CONTINUED) **FOR THE YEAR ENDED 31 DECEMBER 2019**

14 Tangible fixed assets

Group	Freehold land and buildings	Leasehold improvements	Assets under construction	Fixtures and fittings	Computer equipment	Total
	£	£	£	£	£	£
Cost						
At 1 January 2019	9,592,105	173,976	83,893	5,156,626	855,331	15,861,931
Additions	6,448	6,174	-	281,905	267,539	562,066
Disposals	-	-	-	-	(402)	(402)
Transfers	-	83,893	(83,893)	-	-	-
Exchange adjustments	-	(1,255)	-	(1,483)	(1,455)	(4,193)
At 31 December 2019	9,598,553	262,788	-	5,437,048	1,121,013	16,419,402
Depreciation and impairment						
At 1 January 2019	803,368	26,914	-	1,195,410	493,909	2,519,601
Depreciation charged in the year	296,816	51,434	-	462,964	157,259	968,473
Exchange adjustments	-	(409)	-	(601)	(1,145)	(2,155)
At 31 December 2019	1,100,184	77,939	-	1,657,773	650,023	3,485,919
Carrying amount						
At 31 December 2019	8,498,369	184,849	-	3,779,275	470,990	12,933,483
At 31 December 2018	8,788,737	147,062	83,893	3,961,216	361,423	13,342,331

TDKP LIMITED

NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

FOR THE YEAR ENDED 31 DECEMBER 2019

Company	Freehold land and buildings £	Fixtures and fittings £	Total £
Cost			
At 1 January 2019	9,592,105	4,206,311	13,798,416
Additions	6,448	-	6,448
At 31 December 2019	9,598,553	4,206,311	13,804,864
Depreciation and impairment			
At 1 January 2019	803,368	835,968	1,639,336
Depreciation charged in the year	296,816	328,038	624,854
At 31 December 2019	1,100,184	1,164,006	2,264,190
Carrying amount			
At 31 December 2019	8,498,369	3,042,305	11,540,674
At 31 December 2018	8,788,737	3,370,343	12,159,080

The carrying value of land and buildings comprises:

	Group 2019 £	2018 £	Company 2019 £	2018 £
Freehold land	1,000,000	1,000,000	1,000,000	1,000,000

15 Fixed asset investments

	Notes	Group 2019 £	2018 £	Company 2019 £	2018 £
Investments in subsidiaries	16	-	-	9,678,854	9,678,854

Movements in fixed asset investments Company

	Shares in group undertakings £
Cost or valuation	
At 1 January 2019 and 31 December 2019	9,678,854
Carrying amount	
At 31 December 2019	9,678,854
At 31 December 2018	9,678,854

TDKP LIMITED

NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

FOR THE YEAR ENDED 31 DECEMBER 2019

16 Subsidiaries

Details of the company's subsidiaries at 31 December 2019 are as follows:

Name of undertaking	Registered office	Nature of business	Class of shares held	% Held	
				Direct	Indirect
Callitech Limited	Western Gateway, Wrexham, LL13 7ZB	Telephone answering service	Ordinary	100.00	-
Callitech US Inc	4055 Faber Place Drive Suite 301, North Charleston, South Carolina, SC29405	Telephone answering service	Ordinary	100.00	-
Made Simple Group Limited	20-22 Wenlock Road, London, N1 7GU	Online business startup solutions	Ordinary	-	100.00
SimpHold Limited	20-22 Wenlock Road, London, N1 7GU	Online business startup solutions	Ordinary	100.00	-

17 Debtors

	Group 2019	2018	Company 2019	2018
Amounts falling due within one year:	£	£	£	£
Trade debtors	2,627,104	2,044,753	-	3
Corporation tax recoverable	-	866,549	-	-
Amounts owed by group undertakings	-	-	6,875,425	7,526,207
Other debtors	501,169	472,569	207,120	207,120
Prepayments and accrued income	712,240	614,891	-	-
	<u>3,840,513</u>	<u>3,998,762</u>	<u>7,082,545</u>	<u>7,733,330</u>

18 Creditors: amounts falling due within one year

	Group 2019	2018	Company 2019	2018
	£	£	£	£
Trade creditors	885,838	647,028	-	-
Amounts due to group undertakings	10,593,237	12,348,003	10,317,855	13,874,936
Corporation tax payable	262,188	781	14,610	-
Other taxation and social security	1,458,325	1,403,415	3,064	4,173
Other creditors	3,215,212	2,408,162	2,959,382	2,264,291
Accruals and deferred income	2,183,785	2,109,850	357,764	558,403
	<u>18,598,585</u>	<u>18,917,239</u>	<u>13,652,675</u>	<u>16,701,803</u>

TDKP LIMITED

NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

FOR THE YEAR ENDED 31 DECEMBER 2019

19 Creditors: amounts falling due after more than one year

	Group 2019 £	2018 £	Company 2019 £	2018 £
Other creditors	-	2,979,789	-	2,979,789

20 Provisions for liabilities

	Notes	Group 2019 £	2018 £	Company 2019 £	2018 £
Onerous Lease		226,290	290,273	-	-
Deferred tax liabilities	21	237,638	221,605	254,101	219,621
		<u>463,928</u>	<u>511,878</u>	<u>254,101</u>	<u>219,621</u>

Movements on provisions apart from deferred tax liabilities:

Group	£
At 1 January 2019	290,273
Reversal of provision	(2,247)
Utilisation of provision	(55,908)
Unwinding of discount	(5,828)
At 31 December 2019	<u>226,290</u>

21 Deferred taxation

The following are the major deferred tax liabilities and assets recognised by the group and company, and movements thereon:

Group	Liabilities 2019 £	Liabilities 2018 £
Accelerated capital allowances	247,171	194,114
Tax losses	-	(958)
Short term timing differences	(9,533)	28,449
	<u>237,638</u>	<u>221,605</u>

TDKP LIMITED

NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

FOR THE YEAR ENDED 31 DECEMBER 2019

21 Deferred taxation

(Continued)

	Liabilities 2019 £	Liabilities 2018 £
Company		
Accelerated capital allowances	254,101	177,764
Short term timing differences	-	41,857
	<u>254,101</u>	<u>219,621</u>
	Group 2019 £	Company 2019 £
Movements in the year:		
Liability at 1 January 2019	221,605	219,621
Credit to profit or loss	(17,610)	(6,207)
Other	33,643	40,687
	<u>237,638</u>	<u>254,101</u>

The deferred tax liability set out above is expected to reverse within 12 months and relates to accelerated capital allowances that are expected to mature within the same period.

22 Retirement benefit schemes

	Group 2019 £	2018 £
Defined contribution schemes		
Charge to profit or loss in respect of defined contribution schemes	<u>296,908</u>	<u>278,854</u>

A defined contribution pension scheme is operated for all qualifying employees. The assets of the scheme are held separately from those of the group in an independently administered fund.

The amount charged by the Company to the profit and loss account in respect of defined contribution schemes was £Nil (2018: £40,000)

23 Share-based payment transactions

TDKP LIMITED

NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

FOR THE YEAR ENDED 31 DECEMBER 2019

23 Share-based payment transactions

(Continued)

Group	Number of share options		Weighted average exercise price	
	2019 Number	2018 Number	2019 £	2018 £
Outstanding at 1 January 2019	-	987	-	187.96
Exercised	-	(816)	-	187.96
Expired	-	(171)	-	187.96
	<u>-</u>	<u>-</u>	<u>-</u>	<u>-</u>
Outstanding at 31 December 2019	-	-	-	-
	<u>-</u>	<u>-</u>	<u>-</u>	<u>-</u>
Exercisable at 31 December 2019	-	-	-	-
	<u>-</u>	<u>-</u>	<u>-</u>	<u>-</u>

During the year, the company recognised total expenses of £Nil (2018 - £10,311,890) which related to cash settled share based payment transactions.

24 Share capital

	Group and company	
	2019 £	2018 £
Ordinary share capital		
Issued and fully paid		
10,826 Ordinary Shares of £1 each	10,826	10,826
	<u>10,826</u>	<u>10,826</u>

25 Reserves

Share premium

Consideration received for shares issued above their nominal value.

Capital redemption reserve

The nominal value of shares repurchased.

Profit and loss reserves

Cumulative profit and loss net of distributions to owner.

26 Financial commitments, guarantees and contingent liabilities

The Bank Loans and Loan Notes in the wider group are secured by way of fixed and floating charges over the assets of the group. The Group had secured bank loans of £40,000,000 and Loan notes of £9,835,868 and accrued interest of £1,132,728 outstanding at the year end. In addition each company of the Group has provided a guarantee over the Loan Notes in the wider group to pay any amount due as if it was the principal obligor. The liability across the Group as at 31 December 2019 was £10,968,596.

TDKP LIMITED

NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

FOR THE YEAR ENDED 31 DECEMBER 2019

27 Operating lease commitments

Lessee

At the reporting end date the group had outstanding commitments for future minimum lease payments under non-cancellable operating leases, which fall due as follows:

	Group 2019 £	2018 £	Company 2019 £	2018 £
Within one year	461,599	383,486	-	-
Between two and five years	1,362,574	1,435,999	-	-
In over five years	810,000	1,081,468	-	-
	<u>2,634,173</u>	<u>2,900,953</u>	<u>-</u>	<u>-</u>

28 Events after the reporting date

On 26th February 2020 Callitech US Inc, a subsidiary of the Company, entered into a transaction to acquire 100% of the Share Capital of Going Beyond LLC, SimplyOne LLC and OpenAnswer LLC. All are US registered businesses that specialise in outsourced telephone answering services to small and medium enterprises. The total consideration payable by is US\$20 million and this has been financed by way of additional funding from the Group's bankers of US\$14.5 million and the cash reserves of the Group and the acquired Company. The Company has provided fixed and floating charges in support of the additional funding from the Group's bankers.

29 Related party transactions

Remuneration of key management personnel

The remuneration of key management personnel is as follows.

	2019 £	2018 £
Aggregate compensation	-	576,670

Key management personnel receive remuneration from a parent company in the current year and are employed by that company.

Transactions with related parties

During the year the group entered into the following transactions with related parties:

	Sale of goods		Purchase of goods	
	2019 £	2018 £	2019 £	2018 £
Group				
Charitable events	-	854	-	-
Charitable donations	-	2,765	-	60,337

TDKP LIMITED

NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

FOR THE YEAR ENDED 31 DECEMBER 2019

29 Related party transactions

(Continued)

Events were held at the Company's premises by a charitable foundation in which a former director who served during the previous financial year is also a trustee of the charity.

Donations were made to a charitable foundation in which a former director who served during the previous financial year is also a trustee of the charity.

The balance due to the company at the year end was £Nil (2018: £191). There was no balance owed to the company at the year end (2018: £Nil)

30 Directors' transactions

Dividends totalling £0 (2018 - £227,156) were paid in the year in respect of shares held by the company's directors.

31 Controlling party

The company is a wholly owned subsidiary of TDKP BidCo Limited, a company incorporated in England and Wales. The ultimate parent is TDKP TopCo Limited, a company incorporated in England and Wales.

The parent of the largest and smallest group in which these financial statements are consolidated is TDKP TopCo Limited. These financial statements may be obtained from the Registrar of Companies, Companies Registration Office, Crown Way, Cardiff, CF4 3UZ.

TDKP TopCo Limited is owned by a number of private shareholders and companies with no one person with significant control. Accordingly, there is no ultimate controlling party.

TDKP LIMITED

NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

FOR THE YEAR ENDED 31 DECEMBER 2019

32 Cash generated from group operations

	2019 £	2018 £
Profit/(loss) for the year after tax	3,257,806	(6,050,701)
Adjustments for:		
Taxation charged/(credited)	1,383,972	(346,348)
Finance costs	654,781	700,104
Investment income	(28,160)	(27,166)
(Gain)/loss on disposal of tangible fixed assets	(8)	2,596
Amortisation and impairment of intangible assets	1,800,149	1,788,409
Depreciation and impairment of tangible fixed assets	968,473	1,006,979
(Decrease) in provisions	(63,983)	(485,050)
Movements in working capital:		
(Increase)/decrease in debtors	(708,300)	112,508
(Decrease)/increase in creditors	(3,838,300)	305,588
Cash generated from/(absorbed by) operations	3,426,430	(2,993,081)