# GROUP STRATEGIC REPORT, REPORT OF THE DIRECTORS AND CONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2014

FOR

PRIME EDUCATION AND TRAINING LTD

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# COMPANY INFORMATION FOR THE YEAR ENDED 31 DECEMBER 2014

**DIRECTORS:** N F Pamplin

A G Hutchinson A W Green

SECRETARY: A W Green

REGISTERED OFFICE: Unit N3

The Old Market Upper Market Street

Hove East Sussex BN3 1AS

**REGISTERED NUMBER:** 06198271 (England and Wales)

SENIOR STATUTORY AUDITOR: Barry C Carden FCCA

**AUDITORS:** Cardens Accountants LLP

Statutory Auditors The Old Casino 28 Fourth Avenue

Hove East Sussex BN3 2PJ

### GROUP STRATEGIC REPORT FOR THE YEAR ENDED 31 DECEMBER 2014

The directors present their strategic report of the company and the group for the year ended 31 December 2014.

#### **REVIEW OF BUSINESS**

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

The group continued to operate three international colleges in the UK offering academic programmes (eg. A Levels and Foundation programmes) as well as a wide range of English language programmes throughout the year and two international colleges in the USA offering a similar selection of English language programmes. It also operated a number of summer camps for junior students in the UK and US. The Kings Pathways division now operates from 4 sites in the US and places international students in US universities and colleges. The company sourced its students from over 70 markets around the world including S America, Africa, Europe and Asia recruited mostly through a range of educational partners but also directly from its own marketing channels.

Revenues were up 36% on the previous year. The growth in revenues was driven by an increase in students on pre university courses in the UK as well as growth in the pathways division in the US.

Development of the US business continued during the financial year and this division contributed 40% of the group's turnover.

Operating costs rose sharply during the year which caused a slight drop in profitability primarily due to continuing investment by the company in developing its US business and extending its Sales and Marketing base to provide a platform for future growth and profitability. Following the company's significant investment in sales and marketing and Human Resources and infrastructure the directors are confident that the company is poised to take advantage of its market position and will generate significant future profits.

The entire business of Kings Colleges (USA) Limited, owned separately by the four Directors, was transferred to Kings Colleges (USA) LLC with effect from 1 January 2014

	2014	2013	Movement
	£'000	£'000	%
Turnover	35,937	26,352	36
Gross Profit	8,136	5,569	46
Profit before taxation	519	538	(3)

The Directors consider the balance sheet position of the company at year-end to be satisfactory, with shareholders funds increasing year on year.

Continuing investments in buildings and technology is reflected in the increase in tangible assets. 2014 saw a refurbishment of the Braidley Road School plus set-up costs for the new St Peters Quarter city centre teaching site which opened in the second half of the year.

Strong future bookings have contributed to higher trade debtor, payments on account, and deferred income balances.

Bank balances improvement year on year is driven by the highly profitable USA business with the UK schools showing modest growth too. Overall liquidity of the group has increased by 6% over prior year.

### PRINCIPAL RISKS AND UNCERTAINTIES

Ongoing changes to government policy on student visas and accreditation continues to be a risk to the business. The risk to confidence in world-wide travel through acts of terrorism and conflict in various regions around the world remains a risk to the business as a whole but the company is confident that it devotes sufficient resources to minimise any risk in these areas.

The strength of sterling will likely weaken English Language course revenues in 2015 although academic revenues should continue to grow. The directors are confident that the business has a sufficient mix of revenues streams to offset downturns in certain areas.

The directors are confident that the group's business will continue to show an increase in revenues and profitability. As part of this plan the company is continuing to implement its strategy of diversifying its portfolio and to become less reliant on the UK.

### GROUP STRATEGIC REPORT FOR THE YEAR ENDED 31 DECEMBER 2014

### FINANCIAL RISK MANAGEMENT OBJECTIVES AND POLICIES

The group's principal financial instruments comprise loans to the company, bank balances, trade creditors and trade debtors. The main purpose of these instruments is to raise funds for the company's operations and to finance the company's operations.

In respect of bank balances we monitor all the bank balances and cash flows on a daily basis to ensure adequate funds are available to meet our creditor and bank covenant requirements. Our group bank position is regularly reviewed and we maintain a close working relationship with the bank to enable variations to the bank facilities can be accessed as and when required.

In respect of loans and overall liquidity risk the group ensures there are sufficient funds in place to meet the repayments.

Trade debtors are managed in respect of credit and cash flow risk by monitoring future course bookings and payments made on a regular basis.

Trade creditors liquidity risk is managed by ensuring sufficient funds are available to meet amounts due.

The group is exposed to interest rate risk on interest bearing loans and borrowings, due to the variable rate loan agreement in place. However the group regards this risk as low risk in the short term due to the current historic low base rates and the general view that these are unlikely to rise significantly in the foreseeable future.

#### **EMPLOYEES**

The employees of the Prime group of companies are vital to achieving the business objectives. The company has clear policies for the safe recruitment, training and development of staff including an ongoing performance management system.

The Prime group of companies is an equal opportunities employer and will continue to ensure it offers career opportunities without discrimination. All employees irrespective of any protected characteristics, as outlined in the Equalities Act 2010, have full access to training, development and promotion.

The Prime group of companies communicates important information to its employees through a number of channels including email, cross company and site meetings and other staff forums. The Principal of each college attends Senior Management Meetings twice per year where a company update is given and is expected to inform local staff as appropriate.

ON BEHALF OF THE BOARD

N F Panapiin - Director

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# REPORT OF THE DIRECTORS FOR THE YEAR ENDED 31 DECEMBER 2014

The directors present their report with the financial statements of the company and the group for the year ended 31 December 2014.

#### PRINCIPAL ACTIVITY

The principal activity of the group in the year under review was that of international education under its brand name Kings Education.

#### **DIVIDENDS**

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The total distribution of dividends for the year ended 31 December 2014 will be £357,242.

#### **DIRECTORS**

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

N F Pamplin A G Hutchinson A W Green

#### STATEMENT OF DIRECTORS' RESPONSIBILITIES

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

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

- select suitable accounting policies and then apply them consistently;
- make judgements and accounting estimates that are reasonable and prudent;
- prepare the financial statements on the going concern basis unless it is inappropriate to presume that the company will continue in business.

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

# STATEMENT AS TO DISCLOSURE OF INFORMATION TO AUDITORS

So far as the directors are aware, there is no relevant audit information (as defined by Section 418 of the Companies Act 2006) of which the group's auditors are unaware, and each director has taken all the steps that he ought to have taken as a director in order to make himself aware of any relevant audit information and to establish that the group's auditors are aware of that information.

### **AUDITORS**

The auditors, Cardens Accountants LLP, will be proposed for re-appointment at the forthcoming Annual General Meeting.

ON BEHALF OF THE BOARD:

V F Pamplin - Director

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# REPORT OF THE INDEPENDENT AUDITORS TO THE MEMBERS OF PRIME EDUCATION AND TRAINING LTD

We have audited the financial statements of Prime Education And Training Ltd for the year ended 31 December 2014 on pages six to twenty four. The financial reporting framework that has been applied in their preparation is applicable law and United Kingdom Accounting Standards (United Kingdom Generally Accepted Accounting Practice).

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

### Respective responsibilities of directors and auditors

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

### Scope of the audit of the financial statements

An audit involves obtaining evidence about the amounts and disclosures in the financial statements sufficient to give reasonable assurance that the financial statements are free from material misstatement, whether caused by fraud or error. This includes an assessment of: whether the accounting policies are appropriate to the group's and the parent company's circumstances and have been consistently applied and adequately disclosed; the reasonableness of significant accounting estimates made by the directors; and the overall presentation of the financial statements. In addition, we read all the financial and non-financial information in the Group Strategic Report and the Report of the Directors to identify material inconsistencies with the audited financial statements and to identify any information that is apparently materially incorrect based on, or materially inconsistent with, the knowledge acquired by us in the course of performing the audit. If we become aware of any apparent material misstatements or inconsistencies we consider the implications for our report.

### **Opinion on financial statements**

In our opinion the financial statements:

- give a true and fair view of the state of the group's and of the parent company's affairs as at 31 December 2014 and
  of the group's profit for the year then ended;
- have been properly prepared in accordance with United Kingdom Generally Accepted Accounting Practice; and
- have been prepared in accordance with the requirements of the Companies Act 2006.

### Opinion on other matter prescribed by the Companies Act 2006

In our opinion the information given in the Group Strategic Report and the Report of the Directors for the financial year for which the financial statements are prepared is consistent with the financial statements.

### Matters on which we are required to report by exception

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

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

Barry C Carden FCCA (Senior Statutory Auditor) for and on behalf of Cardens Accountants LLP

Statutory Auditors
The Old Casino
28 Fourth Avenue

Hove East Sussex

Date: 14/7/15

# CONSOLIDATED PROFIT AND LOSS ACCOUNT FOR THE YEAR ENDED 31 DECEMBER 2014

	2014		20: as res		
	Notes	£	£	£	£
TURNOVER			35,937,109		26,352,618
Cost of sales			27,800,839		20,783,407
GROSS PROFIT			8,136,270		5,569,211
Administrative expenses			7,559,310		5,635,725
			576,960		(66,514)
Other operating income			42,037		748,683
OPERATING PROFIT			618,997	4	682,169
Income from interest in associated undertakings		1,093		-	
Interest receivable and similar income		751	1,844		39
			620,841		682,208
Interest payable and similar charges	3		101,426		144,078
PROFIT ON ORDINARY ACTIVITIES BEFORE TAXATION	4		519,415		538,130
Tax on profit on ordinary activities	5		108,290		122,943
PROFIT FOR THE FINANCIAL YEAR FOR THE GROUP	2		411,125		415,187

# **CONTINUING OPERATIONS**

All of the group's activities were continuing during the current year.

# CONSOLIDATED STATEMENT OF TOTAL RECOGNISED GAINS AND LOSSES FOR THE YEAR ENDED 31 DECEMBER 2014

		2014	2013
		£	as restated £
PROFIT FOR THE FINANCIAL	YEAR	411,125	415,187
Unrealised surplus on revaluation	of other items	45,778	20,210
<b>TOTAL RECOGNISED GAINS A</b>	ND LOSSES RELATING		
TO THE YEAR	Note	456,903	435,397
Prior year adjustment	8	87,885	(61,283)
TOTAL GAINS AND LOSSES RE	COGNISED SINCE LAST		
ANNUAL REPORT	COGNISED STACE EAST	544,788	374,114

# PRIME EDUCATION AND TRAINING LTD (REGISTERED NUMBER: 06198271)

# CONSOLIDATED BALANCE SHEET 31 DECEMBER 2014

		20	14	201 as res	
	Notes	£	£	£	£
FIXED ASSETS Intangible assets Tangible assets Investments	9 10 11		2,620,889 7,331,985		2,617,132 6,613,297
			9,952,874		9,230,429
CURRENT ASSETS Stocks Debtors Cash at bank and in hand	12 13	11,379 3,730,842 4,419,899		19,201 3,532,050 2,373,161	
CREDITORS		8,162,120		5,924,412	
Amounts falling due within one year	14	13,110,566		10,364,247	
NET CURRENT LIABILITIES			(4,948,446)		(4,439,835)
TOTAL ASSETS LESS CURRENT LIABILITIES			5,004,428		4,790,594
<b>CREDITORS</b> Amounts falling due after more than one					
year	15		(3,278,537)		(3,194,523)
PROVISIONS FOR LIABILITIES	19		(65,195)		(35,036)
NET ASSETS			1,660,696		1,561,035
CAPITAL AND RESERVES					
Called up share capital Revaluation reserve Profit and loss account	20 21		1,000 551,202 1,108,494		1,000 505,424 1,054,611
SHAREHOLDERS' FUNDS	24		1,660,696		1,561,035

N F Pamplin - Director

# PRIME EDUCATION AND TRAINING LTD (REGISTERED NUMBER: 06198271)

# COMPANY BALANCE SHEET 31 DECEMBER 2014

		201	4	201 as rest	
	Notes	£	£	£	£
FIXED ASSETS	•		2 144		2 144
Intangible assets Tangible assets	9 10		2,144 4,521,200		2,144 4,412,114
Investments	11		2,488,755		2,430,115
*			7,012,099		6,844,373
CURRENT ASSETS					
Debtors	13	314,591		586,990	
Cash at bank and in hand		50,349		51,394	
CREDITORS		364,940		638,384	
Amounts falling due within one year	14	3,150,877		3,391,834	
NET CURRENT LIABILITIES			(2,785,937)		(2,753,450)
TOTAL ASSETS LESS CURRENT LIABILITIES		1	4,226,162		4,090,923
CREDITORS					
Amounts falling due after more than one year	15		3,278,537		3,194,523
NET ASSETS			947,625		896,400
CAPITAL AND RESERVES	20		1 000		1 000
Called up share capital Revaluation reserve	20 21		1,000 849,421		1,000 849,421
Profit and loss account	21		97,204		45,979
SHAREHOLDERS' FUNDS	24		947,625		896,400

The financial statements have been prepared in accordance with the special provisions of Part 15 of the Companies Act 2006 relating to small companies and with the Financial Reporting Standard for Smaller Entities (effective April 2008).

The financial statements were approved by the Board of Directors on on its behalf by:	 and were	signed
on its benait by.		

N F Pamplin - Director

# CONSOLIDATED CASH FLOW STATEMENT FOR THE YEAR ENDED 31 DECEMBER 2014

	_	. 201	4	201 as rest	
	Notes	£	£	£	£
Net cash inflow from operating activities	1		3,492,594		2,727,657
Returns on investments and servicing of finance	2		(99,582)		(144,039)
Taxation			(158,523)		(35,042)
Capital expenditure and financial investment	2		(1,054,871)		(1,355,692)
Acquisitions and disposals	2		68,573		-
Equity dividends paid			(357,242)		(355,864)
			1,890,949		837,020
Financing	2		155,789		494,776
Increase in cash in the period			2,046,738		1,331,796
Reconciliation of net cash flow to movement in net debt	3			-	
Increase in cash in the period Cash inflow		2,046,738		1,331,796	
from increase in debt		(83,657)		(313,980)	
Change in net debt resulting from cash flows			1,963,081		1,017,816
Movement in net debt in the period Net debt at 1 January			1,963,081 (1,036,089)		1,017,816 (2,053,905)
Net funds/(debt) at 31 December			926,992		(1,036,089)

# NOTES TO THE CONSOLIDATED CASH FLOW STATEMENT FOR THE YEAR ENDED 31 DECEMBER 2014

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

		2014	2013 as restated
		£	£
	Operating profit	618,997	682,169
	Depreciation charges	542,008	380,176
	Decrease/(increase) in stocks	7,822	(12,693)
	Decrease/(increase) in debtors	748,677	(1,076,394)
	Increase in creditors	1,575,090	2,754,399
	Net cash inflow from operating activities	3,492,594	2,727,657
2.	ANALYSIS OF CASH FLOWS FOR HEADINGS NETTED IN THE CASH FLO	W STATEMENT	
		2014	2013
			as restated
		£	£
	Returns on investments and servicing of finance		
	Interest received	751	39
	Interest paid	(101,426)	(144,078)
	Dividends received	1,093	
	Net cash outflow for returns on investments and servicing of		
	finance	(99,582)	(144,039)
		<del></del>	
	Capital expenditure and financial investment		
	Purchase of tangible fixed assets	(1,054,871)	(1,408,152)
	Sale of fixed asset investments		52,460
	Net cash outflow for capital expenditure and financial investment	(1,054,871)	(1,355,692)
	Acquisitions and disposals		
	Cash introduced on acquisition of trade	68,573	-
		<del></del>	
	Net cash inflow for acquisitions and disposals	68,573	
		<del></del>	
	Financing		
	New loans in year	298,026	498,635
	Loan repayments in year	(214,369)	(184,655)
	Amount introduced by directors	-	25,000
	FX reserves movement	72,132	17,809
	Prior year adjustment		137,987
	Net cash inflow from financing	155,789	494,776

# NOTES TO THE CONSOLIDATED CASH FLOW STATEMENT FOR THE YEAR ENDED 31 DECEMBER 2014

## 3. ANALYSIS OF CHANGES IN NET DEBT

	At 1.1.14 £	Cash flow £	At 31.12.14 £
Net cash: Cash at bank and in hand	2,373,161	2,046,738	4,419,899
	2,373,161	2,046,738	4,419,899
Debt: Debts falling due within one year	(214,727)	357	(214,370)
Debts falling due after one year	(3,194,523)	(84,014)	(3,278,537)
	(3,409,250)	(83,657)	(3,492,907)
Total	(1,036,089)	1,963,081	926,992

### NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2014

#### 1. **ACCOUNTING POLICIES**

#### Accounting convention

The financial statements have been prepared under the historical cost convention as modified by the revaluation of certain assets.

#### **Basis of consolidation**

These financial statements have been prepared on the basis that the group will continue to be a going concern. If this assumption is not considered valid, then adjustments would need to be made to reduce the value of assets to their recoverable amount, to provide for any further liabilities that might arise and to reclassify fixed assets and long term liabilities as current assets and liabilities.

#### Turnover

Turnover represents net invoiced sales of services, excluding value added tax, at the point where the service is provided. Amounts invoiced during the year but where the service is provided after the year end are deferred.

#### Goodwill

Goodwill represents the amount of consideration paid for the acquisition of the subsidiary companies less the fair value of the net assets of those subsidiaries at acquisition. The carrying value of goodwill is reviewed by the directors annually and any impairment arising during the year is charged to the profit and loss account in the year. It is the view of the directors that the goodwill need not be systematically amortised on the grounds that net recoverable value of the asset is in excess of the current net book value. This policy takes advantage of the exemption permitted per FRS 10 from amortising goodwill over a period of 20 years or less.

The licence has been recognised at cost to the group. This is not being amortised as it has an indefinite useful life. The asset will be reviewed annually for impairment.

#### Tangible fixed assets

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

Freehold property

- 2% on cost and 1% on cost

Short leasehold

- at varying rates on cost and Over the life of the lease

Freehold land

not provided and Over the life of the lease

Fixtures and fittings

20% on cost

Computer equipment

25% on cost

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

Deferred taxation is provided in full on timing differences which represent a liability at the balance sheet date, at rates expected to apply when they crystallise based on current tax rates and law. Timing differences arise from the inclusion of items of income and expenditure in taxation computations in periods different from those in which they are included in financial statements. Deferred tax is not provided on timing differences arising from the revaluation of fixed assets where there is no commitment to sell the asset. Deferred tax assets and liabilities are not discounted.

# Foreign currencies

Assets and liabilities in foreign currencies are translated into sterling at the rates of exchange ruling at the balance sheet date. Transactions in foreign currencies are translated into sterling at the rate of exchange ruling at the date of transaction. Exchange differences are taken into account in arriving at the operating result.

### Hire purchase and leasing commitments

Rentals paid under operating leases are charged to the profit and loss account on a straight line basis over the period of the lease.

### Pension costs and other post-retirement benefits

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

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS - continued FOR THE YEAR ENDED 31 DECEMBER 2014

FUR	THE YEAR ENDED 31 DECEMBER 2014		
2.	STAFF COSTS		
		2014	2013
			as restated
		£	£
	Wages and salaries	9,319,967	7,333,166
	Social security costs Other pension costs	103,267 65,229	39,992 10,372
	Other perision costs		
		9,488,463	7,383,530
		<del></del>	
	The average monthly number of employees during the year was as follows:	2014	2013
		2014	as restated
			as restated
	Teaching and administration	502	459
	·	===	
3.	INTEREST PAYABLE AND SIMILAR CHARGES	2014	2013
		2014	as restated
		£	£
	Bank interest	1,546	12,124
	Bank loan interest	106,364	88,942
	Exchange rate difference	(8,523)	34,084
	Other interest payable	2,039	8,928
		101,426	144,078
		====	=====
4.	PROFIT ON ORDINARY ACTIVITIES BEFORE TAXATION		
	The world an auditory activities is stated after shousing.		
	The profit on ordinary activities is stated after charging:		
		2014	2013
			as restated
		£	£
	Other operating leases	978,239	640,668
	Depreciation - owned assets	542,007 51,900	379,559 39,100
	Auditors' remuneration	====	=====
	Directors' remuneration	23,661	22,896
		====	
_			
5.	TAXATION		
	Analysis of the tax charge		
	The tax charge on the profit on ordinary activities for the year was as follows:	•	
	, , ,	2014	2013
		_	as restated
	C. catherin	£	£
	Current tax: UK corporation tax	_	80,387
	Prior year taxation	(3,157)	-
	US taxes	81,289	34,620
		<del></del> _	
	Total current tax	78,132	115,007
	Defermed by:	20 150	7 026
	Deferred tax	30,158	7,936 ———
	Tax on profit on ordinary activities	108,290	122,943
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# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS - continued FOR THE YEAR ENDED 31 DECEMBER 2014

### 5. TAXATION - continued

## Factors affecting the tax charge

The tax assessed for the year is lower than the standard rate of corporation tax in the UK. The difference is explained below:

	2014	2013 as restated
	£	£
Profit on ordinary activities before tax	519,415	538,130
Profit on ordinary activities multiplied by the standard rate of corporation tax		
in the UK of 20% (2013 - 20%)	103,883	107,626
Effects of:		
Expenses not deductible for tax purposes	6 <del>4</del> 7	-
Income not taxable for tax purposes	(88,699)	-
Depreciation	85,968	75,122
Capital allowances	(98,679)	(84,259)
taxation		
Prior year adjustments	(3,157)	-
Other adjustments	-	11,575
US tax adjustment	(9,827)	(19,874)
Consolidation tax adjustment	-	24,817
Loss carried forward	87,996 ————	-
Current tax charge	78,132	115,007

### 6. **PROFIT OF PARENT COMPANY**

As permitted by Section 408 of the Companies Act 2006, the Profit and Loss Account of the parent company is not presented as part of these financial statements. The parent company's profit for the financial year was £408,467 (2013 - £54,171).

# 7. **DIVIDENDS**

	2014	2013
		as restated
	£	£
Ordinary A shares of £1 each		
Final	357,242	355,864

### 8. PRIOR YEAR ADJUSTMENT

The amount relates to an adjustment to income from a related party not recognised in the previous year.

The amount in 2013 comprised VAT owed to Kings Colleges Limited in respect of prior years.

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS - continued FOR THE YEAR ENDED 31 DECEMBER 2014

# 9. **INTANGIBLE FIXED ASSETS**

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u	rυ	u	υ

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Group		Patents	
	Goodwill £	and licences £	Totals £
COST	_		_
At 1 January 2014 Exchange differences	2,536,515 - -	80,617 3,757	2,617,132 3,757
At 31 December 2014	2,536,515	84,374	2,620,889
NET BOOK VALUE At 31 December 2014	2,536,515	84,374	2,620,889
At 31 December 2013	2,536,515	80,617	2,617,132
Company			Goodwill
co.c.			£
COST At 1 January 2014 and 31 December 2014			2,144
NET BOOK VALUE At 31 December 2014			2,144
At 31 December 2013	•		2,144
TANGIBLE FIXED ASSETS			
Group		•	
	Freehold property £	Short leasehold £	Freehold land £
COST OR VALUATION	_		
At 1 January 2014 Additions	2,610,000 131,189	1,530,164 477,781	1,730,000
Exchange differences	-	18,767	-
Reclassification/transfer		142,694	
At 31 December 2014	2,741,189	2,169,406	1,730,000
DEPRECIATION			
At 1 January 2014	1	180,159	-
Charge for year Exchange differences	26,968	140,701 1,132	-
Reclassification/transfer	-	6,100	-
At 31 December 2014	26,969	328,092	-
NET BOOK VALUE	<b>- -</b>		
At 31 December 2014	2,714,220 =======	1,841,314	1,730,000
At 31 December 2013	2,609,999	1,350,005	1,730,000
	<del></del>		

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS - continued FOR THE YEAR ENDED 31 DECEMBER 2014

## 10. TANGIBLE FIXED ASSETS - continued

# Group

	Fixtures and fittings £	Computer equipment £	Totals £
COST OR VALUATION At 1 January 2014	1,143,012	706,313	7,719,489
Additions	117,899	328,002	1,054,871
Exchange differences	4,853	2,414	26,034
Reclassification/transfer	41,666	27,490	211,850
At 31 December 2014	1,307,430	1,064,219	9,012,244
DEPRECIATION			
At 1 January 2014	533,667	392,365	1,106,192
Charge for year	204,637	169,701	542,007
Exchange differences	1,179	215	2,526
Reclassification/transfer	13,017	10,417	29,534
At 31 December 2014	752,500	572,698	1,680,259
NET BOOK VALUE At 31 December 2014	554, <del>9</del> 30	491,521	7,331,985
At 31 December 2013	609,345	313,948	6,613,297
Cost or valuation at 31 December 2014 is represented by:	i.		
	Freehold	Short	Freehold
	property	leasehold	land
	£	£	£
Valuation in 2013	385,162	-	1,730,000
Cost	2,356,027	2,169,406	
	2,741,189	2,169,406	1,730,000
	Fixtures and fittings	Computer equipment	Totals
	£	£	£
Valuation in 2013 Cost	1,307,430	1,064,219	2,115,162 6,897,082
	1,307,430	1,064,219	9,012,244

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS - continued FOR THE YEAR ENDED 31 DECEMBER 2014

## 10. TANGIBLE FIXED ASSETS - continued

### Company

Company	Freehold property £	Freehold land £	Fixtures and fittings £	Computer equipment £	Totals £
COST OR VALUATION At 1 January 2014 Additions	2,610,000 131,189	1,730,000	22,797 15,640	169,164 16,461	4,531,961 163,290
At 31 December 2014	2,741,189	1,730,000	38,437	185,625	4,695,251
<b>DEPRECIATION</b> At 1 January 2014 Charge for year	26,969	-	17,299 2,870	102,548 24,365	119,847 54,204
At 31 December 2014	26,969	<u> </u>	20,169	126,913	174,051
NET BOOK VALUE At 31 December 2014	2,714,220	1,730,000	18,268	58,712	4,521,200
At 31 December 2013	2,610,000	1,730,000	5,498	66,616	4,412,114
Cost or valuation at 31 Decembe	r 2014 is represe	ented by:			
Valuation in 2013 Cost	Freehold property £ 385,162 2,356,027	Freehold land £ 1,730,000	Fixtures and fittings £ - 38,437	Computer equipment £ - 185,625	Totals £ 2,115,162 2,580,089

. . .

Under FRS 15 the company is required to revalue the land and buildings every 5 years. Valuations are carried out by an external valuer - Savills UK Ltd who are RICS qualified.

1,730,000

2,741,189

The last valuation was carried out as at 31 December 2013. The land was valued at £1,730,000 and the buildings at £2,610,000.

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continued...

185,625

38,437

4,695,251

### NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS - continued FOR THE YEAR ENDED 31 DECEMBER 2014

#### **FIXED ASSET INVESTMENTS** 11.

**Touchload Limited** 

Nature of business: Education

%

Class of shares:

holding

Ordinary

100

**Kings Colleges Limited** 

Nature of business: Education

%

Class of shares:

holding

Ordinary

100

**United Language Schools Limited** 

Nature of business: Education

%

Class of shares:

holding

Ordinary 100

Prime Education & Training (USA) Limited Nature of business: Education

Location: United States of America

Class of shares:

holding

Ordinary

100

Kings Colleges (USA) LLC

Nature of business: Education Location: United States of America

Class of shares:

holding 100

Ordinary

**Kings Colleges Boston LLC** 

Nature of business: Education Location: United States of America

%

Class of shares:

holding Ordinary 100

**Human International USA Co. Limited** 

Location: United States of America Nature of business: Education

holding

Class of shares:

100 Ordinary

**Kings Colleges NY LLC** 

Nature of business: Education Location: United States of America

holding

%

Class of shares:

100 Ordinary

Kings Colleges Education Consulting (Shanghai) Co., Ltd

Nature of business: Education Location: China

Class of shares:

holding

Ordinary

100

12. **STOCKS** 

Group

2014 2013

as restated

£

£

Finished goods

11,379 19,201

continued... Page 19

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS - continued FOR THE YEAR ENDED.31 DECEMBER 2014

## 13. **DEBTORS**

	Group		Company	
	2014	2013 as restated	2014	2013 as restated
Amounts falling due within one year:	£	£	£	£
Trade debtors	2,436,021	2,398,483	-	-
Amounts owed by participating interests Other debtors	- 122,914	177,000 363,705	10,239	314,014
Project costs Tax	20,070 4	-	20,070 4	-
Prepayments	705,673	497,223	284,278	272,976
	3,284,682	3,436,411	314,591	586,990 ————
Amounts falling due after more than one year:				
Other debtors	446,160	95,639		<del>-</del>
Aggregate amounts	3,730,842	3,532,050	314,591	586,990

# 14. CREDITORS: AMOUNTS FALLING DUE WITHIN ONE YEAR

	Group		Company	
	2014	2013	2014	2013
		as restated		as restated
	£	£	£	£
Bank loans and overdrafts (see note 16)	214,370	214,727	214,370	214,727
Payments on account	3,814,098	3,540,637	-	-
Trade creditors	370,909	287,366	134,527	139,044
Amounts owed to group undertakings	-	- -	2,676,486	2,856,684
Tax	-	80,387	-	57,887
Social security and other taxes	189,859	159,926	18,042	17,258
VAT	137,751	251,276	-	-
Other creditors	1,359,215	466,670	966	-
Deferred income	6,741,500	5,136,590	-	-
Accrued expenses	282,864	226,668	106,486	106,234
	13,110,566	10,364,247	3,150,877	3,391,834

## 15. CREDITORS: AMOUNTS FALLING DUE AFTER MORE THAN ONE YEAR

	Group		Company	
	2014	2013 as restated	2014	2013 as restated
	£	£	£	£
Bank loans (see note 16)	3,278,537	3,194,523	3,278,537	3,194,523

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS - continued FOR THE YEAR ENDED 31 DECEMBER 2014

## 16. LOANS

An analysis of the maturity of loans is given below:

	Group		Company	
	2014	2013 as restated	2014	2013 as restated
	£	£	£	£
Amounts falling due within one year or on demand:				
Bank loans	214,370 =====	214,727	214,370	214,727 ————
Amounts falling due between one and two years:				
Bank loans - 1-2 years	214,370	214,727 ======	214,370	214,727
Amounts falling due between two and five years:				
Bank loans - 2-5 years	643,109	644,182	643,109	<del>644</del> ,182
Amounts falling due in more than five years: Repayable by instalments				
Bank loans more 5 yr by instal	2,421,058	2,335,614	2,421,058	2,335,614

# 17. OPERATING LEASE COMMITMENTS

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

Group				
-	Land and	buildings	Other opera	iting leases
	2014	2013	2014	2013
		as restated		as restated
	£	£	£	£
Expiring:				
Within one year	28,884	13,404	2,100	2,100
Between one and five years	631,167	314,181	-,	-,
In more than five years	550,794	596,902	60,000	60,000
In more than live years				
	1,210,845	924,487	62,100	62,100
	=======================================	=====		
Company				
Company	Land and	huildings	Other opera	tino leacec
	2014	2013	2014	2013
	2014		2017	
	_	as restated	_	as restated
	£	£	£	£
Expiring:				
Within one year	-	-	2,100	2,100
Between one and five years	30,000	30,000	-	-
	<del></del>	-		
	30,000	30,000	2,100	2,100
		====	===	===

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS - continued FOR THE YEAR ENDED 31 DECEMBER 2014

## 18. SECURED DEBTS

The following secured debts are included within creditors:

	Group		Company	
	2014	2013	2014	2013
		as restated		as restated
	£	£	£	£
Bank loans	3,492,907	3,409,250	3,492,907	3,409,250

The bank loan is secured by way of debenture over the assets of the Company.

# 19. **PROVISIONS FOR LIABILITIES**

	Group
	2014 2013
	as restated
	£ £
Deferred tax	65,195 35,036
	= <del>==</del>
_	
Group	Deferred
	tax
	£
Balance at 1 January 2014	35,036
Charge to the profit and loss	30,159
onargo to the pront and less	
Balance at 31 December 2014	65,195

## 20. CALLED UP SHARE CAPITAL

Allotted and	issued:			
Number:	Class:	Nominal value:	2014	2013 as restated
			£	£
300	Ordinary A	£1	300	300
300	Ordinary B	£1	300	300
200	Ordinary C	£1	200	200
200	Ordinary D	£1	200	200
	·			
			1,000	1,000
			<u> </u>	

### NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS - continued FOR THE YEAR ENDED 31 DECEMBER 2014

#### **RESERVES** 21.

Group	Profit		
•	and loss	Revaluation	
	account	reserve	Totals
	£	£	£
At 1 January 2014	966,726	505,424	1,472,150
Prior year adjustment	87,885		87,885
	1,054,611	505,424	1,560,035
Profit for the year	411,125	-	411,125
Dividends Foreign currency translation a	(357,242)	-	(357,242)
count		45,778	45,778
At 31 December 2014	1,108,494	551,202	1,659,696
Company	Profit		
	and loss	Revaluation	
	account	reserve	Totals
	£	£	£
At 1 January 2014	45,979	849,421	895,400
Profit for the year	408,467	· <u>-</u>	408,467
Dividends	(357,242)		(357,242)
At 31 December 2014	97,204	849,421	946,625
	<del>-</del>	<del></del>	<del></del>

#### 22. RELATED PARTY DISCLOSURES

The company has taken advantage of exemption, under the terms of Financial Reporting Standard 8 Related Party Disclosures, not to disclose related party transactions with wholly owned subsidiaries within the group. Transactions between group entities which have been eliminated on consolidation are not disclosed within the financial statements.

The directors of Prime Education and Training Limited have effective control of Kings Colleges (USA) Limited, a company incorporated in USA. At the start of the year the trade and assets of Kings Colleges (USA) Limited were transferred to Kings Colleges (USA) LLC, a wholly owned subsidiary of the group, at book value.

As at year end, the group was owed £299,295 (2013: £89,115) by Kings Colleges (USA) Limited. This amount has been disclosed as an other debtor with £99,765 in current debtors and £199,530 in long-term debtors per the servicing agreement on the debt.

#### 23. **ULTIMATE CONTROLLING PARTY**

The ultimate controlling party is N Pamplin, A Hutchinson, A Green & Flores.

This was by virtue of their 100% holding of the issued share capital.

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS - continued FOR THE YEAR ENDED 31 DECEMBER 2014

## 24. RECONCILIATION OF MOVEMENTS IN SHAREHOLDERS' FUNDS

G	ro	ш	n
u		u	u

Group	2014	2013 as restated
Profit for the financial year Dividends	£ 411,125 (357,242)	£ , 415,187 (355,864)
Other recognised gains and losses relating to the year (net) Prior year adjustment Revaluation in year	53,883 45,778 - -	59,323 20,210 137,987 485,214
Net addition to shareholders' funds Opening shareholders' funds (originally £1,473,150 before	99,661	702,734
prior year adjustment of £87,885)	1,561,035	858,301
Closing shareholders' funds	1,660,696	1,561,035
Company	2014	2013 as restated
Profit for the financial year Dividends	£ 408,467 (357,242)	£ 54,171 (355,864)
Other recognised gains and losses relating to the year (net) Prior Year Adjustment	51,225 - -	(301,693) 485,215 277,544
<b>Net addition to shareholders' funds</b> Opening shareholders' funds	51,225 896,400	461,066 435,334
Closing shareholders' funds	947,625	896,400 ———

### 25. ACCOUNTING BASIS

As stated in the accounting policy note, these financial statements have been prepared on the basis that the group will continue to be a going concern. Current liabilities exceeded current assets by £4,897,946.

The group utilises cash it generates from operations as working capital. The directors have assessed the risk of this source of finance not being available as remote. As such, the directors have a reasonable expectation that the group has adequate resources to continue in operational existence for the foreseeable future. Accordingly they adopt the going concern basis in preparing these financial statements.

# CONSOLIDATED TRADING AND PROFIT AND LOSS ACCOUNT FOR THE YEAR ENDED 31 DECEMBER 2014

	2014		2013 as restated	
	£	£	£	£
Sales		35,937,109		26,352,618
Cost of sales Educational licence fees Marketing Activities and excursions Transport and transfers Accommodation and subsistence Teaching materials Student recruitment costs Teachers salaries Pensions	13,283 2,464,124 520,058 574,543 9,976,008 864,480 7,401,125 5,969,722 17,496	27,800,839	2,405,441 320,452 475,334 7,524,380 826,278 4,540,512 4,691,010	20,783,407
GROSS PROFIT		8,136,270		5,569,211
Other income Sundry receipts Management charges Interest in associate undertakings Deposit account interest Interest on taxation	42,037 1,093 747 4	43,881 8,180,151	133,564 615,119 - 39 -	748,722 6,317,933
Expenditure Rent Rates and water Insurance Light and heat Repairs and maintenance Directors' salaries Directors' social security Wages Social security Pensions Other operating leases Computer costs Telephone Post and stationery Advertising Travelling Student and staff welfare Household and cleaning Sundry expenses Subscriptions Accountancy Professional fees Legal fees Auditors' remuneration Entertainment Bad debts Staff training Donations	947,846 202,863 54,081 178,842 151,094 23,661 4,126 3,326,584 99,141 47,733 30,393 161,889 152,004 169,230 272,328 157,150 125,486 243,518 9,279 91,411 64,716 80,314 94,569 51,900 10,704 48,003 103,759 177		635,342 174,990 42,029 147,230 127,189 22,896 3,763 2,619,260 36,229 10,372 5,326 167,350 138,032 146,232 63,774 127,269 83,512 210,129 4,060 65,618 53,153 114,567 77,195 39,100 9,275	
Conducts		6,902,801		5,179,860
Carried forward		1,277,350		1,138,073

This page does not form part of the statutory financial statements

# CONSOLIDATED TRADING AND PROFIT AND LOSS ACCOUNT FOR THE YEAR ENDED 31 DECEMBER 2014

	2014			2013 as restated	
Brought forward	£	£ 1,277,350	£	£ 1,138,073	
Finance costs Bank charges Bank interest Bank loan interest Exchange rate difference Other interest payable	121,609 1,546 106,364 (8,523) 2,039	223,035 1,054,315	75,467 12,124 88,942 34,084 8,928	219,545 918,528	
Depreciation Computer software Freehold property Short leasehold Fixtures and fittings Computer equipment  NET PROFIT	26,969 137,300 203,014 167,617	534,900 519,415	83,096 173,259 123,324	380,398 538,130	