

Registered number
06731780

DIRECT MARKET TOUCH LIMITED

Report and Financial Statements

31 October 2017

DIRECT MARKET TOUCH LIMITED

Report and accounts

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Pages 17 and 18 do not form part of the Financial Statements

DIRECT MARKET TOUCH LIMITED

Company Information

Directors

Mr A R D Charalambous

Mr P Charalambous

Secretary

Mr A R D Charalambous

Auditors

TAT Accounting Ltd

26 Hillfield Park

London

N21 3QH

Bankers

Coutts & Co

440 Strand

London

WC2R 0QS

Registered office

8-9 New Street

London

Director

EC2M 4TP

Registered number

06731780

DIRECT MARKET TOUCH LIMITED

Registered number:

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Directors' Report

The directors present their report and financial statements for the year ended 31 October 2017.

Principal activities

The company's principal activity during the year continued to be that of security brokerage and fund management.

Strategic Report

The company has chosen in accordance with s.414C(11) Companies Act 2006 to set out in the company's strategic report information required by Schedule 7 of the Large and Medium-sized Companies and Groups (Accounts and Reports) Regulations 2008 to be contained in the directors' report. It has done so in respect of the business review and future developments.

Dividends

The directors approved and declared a final dividend of £100,000 (£2 per share). The dividend was paid during the year.

Events since the balance sheet date

There are no matters to report as post balance sheet events.

Directors

The following persons served as directors during the year:

Mr A R D Charalambous

Mr P Charalambous

Disclosure of information to auditors

Each person who was a director at the time this report was approved confirms that:

- so far as he is aware, there is no relevant audit information of which the company's auditor is unaware; and
- he 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 company's auditor is aware of that information.

This report was approved by the board on 21 February 2018 and signed on its behalf.

Mr P Charalambous

Director

DIRECT MARKET TOUCH LIMITED

Statement of Directors' Responsibilities

The directors are responsible for preparing the report and 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 (Financial Reporting Standard 102 and applicable law). Under company law the directors must not approve the financial statements unless they are satisfied that they give a true and fair view of the state of affairs of the company and of the profit or loss of the company for that period. In preparing these financial statements, the directors are required to:

- select suitable accounting policies and then apply them consistently;
- make judgements and estimates that are reasonable and prudent;
- state whether applicable UK Accounting Standards have been followed, subject to any material departures disclosed and explained in the financial statements;
- prepare the financial statements on the going concern basis unless it is inappropriate to presume that the company will continue in business.

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

Strategic Report

R e v i e w o f t h e b u s i n e s s

The results for the year, which are set out on page 6, have shown a further improvement over prior years. The company managed to overcome completely past problems associated with its website and during the past two years has been operating in a more efficient manner. The directors monitor turnover as a key performance indicator and note a satisfactory increase in the current year of 24% (2016: 25%). Costs, however, were also increased and the increase in the operating profit for the year was only 10%.

[illegible]

Mr P Charalambous
Director

DIRECT MARKET TOUCH LIMITED

Independent auditor's report

to the members of DIRECT MARKET TOUCH LIMITED

Opinion

We have audited the financial statements of DIRECT MARKET TOUCH LIMITED for the year ended 31 October 2017 which comprise the Income Statement, the Statement of Financial Position, the Statement of Changes in Equity, the 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 the Republic of Ireland' (United Kingdom Generally Accepted Accounting Practice).

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

In our opinion the financial statements:

- give a true and fair view of the state of the company's affairs as at 31 October 2017 and of its profit for the year then ended;
- have been properly prepared in accordance with United Kingdom Generally Accepted Accounting Practice;
- have been prepared in accordance with the requirements of the Companies Act 2006.

Basis of 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 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 other information comprises the information included in the report and financial statements, other than the financial statements and our auditor's report thereon. The directors are responsible for the other information. 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.

Opinions on other matters prescribed by the Companies Act 2006

In our opinion, based on the work undertaken in the course of the 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 company and its environment obtained in the course of the audit, we have not identified material misstatements in the strategic report or the directors' report.

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

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

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 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 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 www.frc.org.uk/auditorsresponsibilities. This description forms part of our auditor's report.

Mr T A Tzouliou

(Senior Statutory Auditor)

for and on behalf of

TAT Accounting Ltd

Accountants and Statutory Auditors

21 February 2018

26 Hillfield Park

London

N21 3QH

DIRECT MARKET TOUCH LIMITED
Income Statement
for the year ended 31 October 2017

	Notes	2017 £	2016 £
Turnover	2	876,673	707,812
Cost of sales		(29,742)	(26,202)
Gross profit		<u>846,931</u>	<u>681,610</u>
Administrative expenses		(670,049)	(520,468)
Operating profit	3	<u>176,882</u>	<u>161,142</u>
Interest receivable		181	254
Interest payable		(35)	-
Profit on ordinary activities before taxation		<u>177,028</u>	<u>161,396</u>
Tax on profit on ordinary activities	6	(35,998)	(33,827)
Profit for the financial year		<u>141,030</u>	<u>127,569</u>

DIRECT MARKET TOUCH LIMITED**Statement of Financial Position****as at 31 October 2017**

	Notes	2017	2016
		£	£
Fixed assets			
Tangible assets	7	2,590	1,743
Current assets			
Debtors	8	90,353	141,696
Cash at bank and in hand		539,202	448,533
		<u>629,555</u>	<u>590,229</u>
Creditors: amounts falling due within one year	9	(168,660)	(169,660)
Net current assets		<u>460,895</u>	<u>420,569</u>
Total assets less current liabilities		<u>463,485</u>	<u>422,312</u>
Provisions for liabilities			
Deferred taxation	10	<u>(492)</u>	<u>(349)</u>
Net assets		<u>462,993</u>	<u>421,963</u>
Capital and reserves			
Called up share capital	11	50,000	50,000
Profit and loss account	12	412,993	371,963
Total equity		<u>462,993</u>	<u>421,963</u>

Mr A R D Charalambous

Director

Approved by the board on 21 February 2018

DIRECT MARKET TOUCH LIMITED
Statement of Changes in Equity
for the year ended 31 October 2017

	Share capital	Share premium	Other reserves	Profit and loss account	Total
	£	£	£	£	£
At 1 November 2015	50,000	-	-	344,394	394,394
Profit for the financial year				127,569	127,569
Dividends				(100,000)	(100,000)
At 31 October 2016	<u>50,000</u>	<u>-</u>	<u>-</u>	<u>371,963</u>	<u>421,963</u>
At 1 November 2016	50,000	-	-	371,963	421,963
Profit for the financial year				141,030	141,030
Dividends				(100,000)	(100,000)
At 31 October 2017	<u>50,000</u>	<u>-</u>	<u>-</u>	<u>412,993</u>	<u>462,993</u>

DIRECT MARKET TOUCH LIMITED
Statement of Cash Flows
for the year ended 31 October 2017

	Notes	2017 £	2016 £
Operating activities			
Profit for the financial year		141,030	127,569
Adjustments for:			
Interest receivable		(181)	(254)
Interest payable		35	-
Tax on profit on ordinary activities		35,998	33,827
Depreciation		1,791	1,676
Decrease/(increase) in debtors		51,343	(62,656)
(Decrease)/increase in creditors		(2,922)	90,248
		<u>227,094</u>	<u>190,410</u>
Interest received		181	254
Interest paid		(35)	-
Corporation tax paid		(33,933)	(7,704)
Cash generated by operating activities		<u>193,307</u>	<u>182,960</u>
Investing activities			
Payments to acquire tangible fixed assets		(2,638)	(1,139)
Cash used in investing activities		<u>(2,638)</u>	<u>(1,139)</u>
Financing activities			
Equity dividends paid		(100,000)	(100,000)
Cash used in financing activities		<u>(100,000)</u>	<u>(100,000)</u>
Net cash generated			
Cash generated by operating activities		193,307	182,960
Cash used in investing activities		(2,638)	(1,139)
Cash used in financing activities		(100,000)	(100,000)
Net cash generated		<u>90,669</u>	<u>81,821</u>
Cash and cash equivalents at 1 November		<u>448,533</u>	<u>366,712</u>
Cash and cash equivalents at 31 October		<u>539,202</u>	<u>448,533</u>
Cash and cash equivalents comprise:			
Cash at bank		<u>539,202</u>	<u>448,533</u>

DIRECT MARKET TOUCH LIMITED

Notes to the Accounts

for the year ended 31 October 2017

1 Summary of significant accounting policies

Basis of preparation

The financial statements have been prepared under the historical cost convention and in accordance with FRS 102, The Financial Reporting Standard applicable in the UK and Republic of Ireland.

Turnover

Turnover is measured at the fair value of the consideration received or receivable, net of discounts and value added taxes. Turnover includes revenue earned from the sale of goods and from the rendering of services. Turnover from the sale of goods is recognised when the significant risks and rewards of ownership of the goods have transferred to the buyer. Turnover from the rendering of services is recognised by reference to the stage of completion of the contract. The stage of completion of a contract is measured by comparing the costs incurred for work performed to date to the total estimated contract costs.

Tangible fixed assets

Tangible fixed assets are measured at cost less accumulative depreciation and any accumulative impairment losses. Depreciation is provided on all tangible fixed assets, other than freehold land, at rates calculated to write off the cost, less estimated residual value, of each asset evenly over its expected useful life, as follows:

Fixtures, fittings and equipment	over 5 years
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Debtors

Short term debtors are measured at transaction price (which is usually the invoice price), less any impairment losses for bad and doubtful debts. Loans and other financial assets are initially recognised at transaction price including any transaction costs and subsequently measured at amortised cost determined using the effective interest method, less any impairment losses for bad and doubtful debts.

Creditors

Short term creditors are measured at transaction price (which is usually the invoice price). Loans and other financial liabilities are initially recognised at transaction price net of any transaction costs and subsequently measured at amortised cost determined using the effective interest method.

Taxation

A current tax liability is recognised for the tax payable on the taxable profit of the current and past periods. A current tax asset is recognised in respect of a tax loss that can be carried back to recover tax paid in a previous period. Deferred tax is recognised in respect of all timing differences between the recognition of income and expenses in the financial statements and their inclusion in tax assessments. Unrelieved tax losses and other deferred tax assets are recognised only to the extent that it is probable that they will be recovered against the reversal of deferred tax liabilities or other future taxable profits. Deferred tax is measured using the tax rates and laws that have been enacted or substantively enacted by the reporting date and that are expected to apply to the reversal of the timing difference, except for revalued land and investment property where the tax rate that applies to the sale of the asset is used. Current and deferred tax assets and liabilities are not discounted.

Provisions

Provisions (ie liabilities of uncertain timing or amount) are recognised when there is an obligation at the reporting date as a result of a past event, it is probable that economic benefit will be transferred to settle the obligation and the amount of the obligation can be estimated reliably.

Foreign currency translation

Transactions in foreign currencies are initially recognised at the rate of exchange ruling at the date of the transaction.

At the end of each reporting period foreign currency monetary items are translated at the closing rate of exchange. Non-monetary items that are measured at historical cost are translated at the rate ruling at the date of the transaction. All differences are charged to profit or loss.

Leased assets

A lease is classified as a finance lease if it transfers substantially all the risks and rewards incidental to ownership. All other leases are classified as operating leases. The rights of use and obligations under finance leases are initially recognised as assets and liabilities at amounts equal to the fair value of the leased assets or, if lower, the present value of the minimum lease payments. Minimum lease payments are apportioned between the finance charge and the reduction in the outstanding liability using the effective interest rate method. The finance charge is allocated to each period during the lease so as to produce a constant periodic rate of interest on the remaining balance of the liability. Leased assets are depreciated in accordance with the company's policy for tangible fixed assets. If there is no reasonable certainty that ownership will be obtained at the end of the lease term, the asset is depreciated over the lower of the lease term and its useful life. Operating lease payments are recognised as an expense on a straight line basis over the lease term.

2 Analysis of turnover	2017	2016
	£	£
Security brokerage and fund management fees and commissions	876,673	707,812
By geographical market:		
UK	876,673	707,812
3 Operating profit	2017	2016
	£	£
This is stated after charging:		
Depreciation of owned fixed assets	1,791	1,676
Operating lease rentals - land and buildings	59,514	58,201
Auditors' remuneration for audit services	5,700	5,100
4 Directors' emoluments	2017	2016
	£	£

Emoluments	26,000	24,000
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5 Staff costs

2017 2016

£ £

Wages and salaries	322,229	226,102
Social security costs	31,867	22,860
	<u>354,096</u>	<u>248,962</u>

Average number of employees during the year

Number Number

Administration	2	2
Marketing	1	1
Sales	5	3
	<u>8</u>	<u>6</u>

6 Taxation

2017 2016

£ £

Analysis of charge in period

Current tax:

UK corporation tax on profits of the period	<u>35,855</u>	<u>33,934</u>
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Deferred tax:

Origination and reversal of timing differences	<u>143</u>	<u>(107)</u>
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Tax on profit on ordinary activities	<u>35,998</u>	<u>33,827</u>
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Factors affecting tax charge for period

The differences between the tax assessed for the period and the standard rate of corporation tax are explained as follows:

2017 2016

£ £

Profit on ordinary activities before tax	<u>177,028</u>	<u>161,396</u>
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Standard rate of corporation tax in the UK	19.41%	20%
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£ £

Profit on ordinary activities multiplied by the standard rate of corporation tax	34,361	32,279
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Effects of:

Expenses not deductible for tax purposes	1,658	1,548
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Capital allowances for period in excess of depreciation	(164)	107
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Current tax charge for period	35,855	33,934
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Factors that may affect future tax charges

The company is expected to benefit from the upcoming changes to the corporation tax rate, which according to current legislation will be reduced to 17% from 1 April 2020.

7 Tangible fixed assets

	Fixtures, fittings and equipment
	<i>At cost</i>
	£
Cost or valuation	
At 1 November 2016	17,867
Additions	2,638
At 31 October 2017	20,505
Depreciation	
At 1 November 2016	16,124
Charge for the year	1,791
At 31 October 2017	17,915
Carrying amount	
At 31 October 2017	2,590
At 31 October 2016	1,743

8 Debtors	2017	2016
	£	£
Trade debtors	17,131	71,939
Other debtors	40,270	40,270
Prepayments and accrued income	32,952	29,487
	90,353	141,696

9 Creditors: amounts falling due within one year	2017	2016
	£	£
Trade creditors	13,021	11,978
Corporation tax	35,855	33,933
Other taxes and social security costs	4,639	-
Other creditors	104,011	111,660
Accruals and deferred income	11,134	12,089
	168,660	169,660

10 Deferred taxation	2017	2016
	£	£
Accelerated capital allowances	<u>492</u>	<u>349</u>

	2017	2016
	£	£
At 1 November	349	456
Charged/(credited) to the profit and loss account	143	(107)
At 31 October	<u>492</u>	<u>349</u>

11 Share capital	Nominal value	2017 Number	2017 £	2016 £
Allotted, called up and fully paid:				
Ordinary shares	£1 each	50,000	<u>50,000</u>	<u>50,000</u>

12 Profit and loss account	2017	2016
	£	£
At 1 November	371,963	344,394
Profit for the financial year	141,030	127,569
Dividends	(100,000)	(100,000)
At 31 October	<u>412,993</u>	<u>371,963</u>

13 Dividends	2017	2016
	£	£
Dividends on ordinary shares (note 12)	<u>100,000</u>	<u>100,000</u>

14 Other financial commitments

Total future minimum lease payments under non-cancellable operating leases:

	Land and buildings	Land and buildings	Other	Other
	2017	2016	2017	2016
	£	£	£	£
Falling due:				
within one year	-	40,270	-	-
in over five years	<u>62,700</u>	<u>-</u>	<u>-</u>	<u>-</u>

62,700	40,270	-	-
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15 Related party transactions

2017
£

2016
£

Mr A R D Charalambous

Director

Interest-free loan to company

Amount due to Mr A R D Charalambous 3,669 52,329

Dividends paid to Mr A R D Charalambous 50,000 50,000

#REF!

Director

Interest-free loan to company

Amount due to Mr P Charalambous 3,090 51,770

Dividends paid to Mr P Charalambous 50,000 50,000

16 Controlling party

The company is under joint control by the directors, Messrs A R D and P Charalambous.

17 Presentation currency

The financial statements are presented in Sterling.

18 Legal form of entity and country of incorporation

DIRECT MARKET TOUCH LIMITED is a private company limited by shares and incorporated in England.

19 Principal place of business

The address of the company's principal place of business and registered office is:

8-9 New Street

London

Director

EC2M 4TP

This document was delivered using electronic communications and authenticated in accordance with the registrar's rules relating to electronic form, authentication and manner of delivery under section 1072 of

the Companies Act 2006.