# STRATEGIC REPORT, REPORT OF THE DIRECTORS AND FINANCIAL STATEMENTS FOR THE YEAR ENDED 30 NOVEMBER 2016

**FOR** 

ER TRAVEL SERVICES LTD

SATURDAY

A34 COM

20/05/2017 COMPANIES HOUSE

#36

# CONTENTS OF THE FINANCIAL STATEMENTS for the Year Ended 30 November 2016

	Page
Company Information	1
Strategic Report	2
Report of the Directors	4
Report of the Independent Auditors	5
Income Statement	7
Other Comprehensive Income	8
Balance Sheet	9
Statement of Changes in Equity	11
Cash Flow Statement	12
Notes to the Cash Flow Statement	13
Notes to the Financial Statements	14

### ER TRAVEL SERVICES LTD

# COMPANY INFORMATION for the Year Ended 30 November 2016

**DIRECTORS:** P J Hanley

N E Hanley S Haughton

SECRETARY: S Haughton

**REGISTERED OFFICE:** 9th Floor Liver Building

Liverpool Merseyside L3 1HU

**REGISTERED NUMBER:** 06895847 (England and Wales)

AUDITORS: Fairhurst

Statutory Auditor Chartered Accountants Douglas Bank House

Wigan Lane Wigan Lancashire WN1 2TB

## STRATEGIC REPORT for the Year Ended 30 November 2016

The directors present their strategic report for the year ended 30 November 2016.

#### **REVIEW OF BUSINESS**

The company has had another excellent year and the directors are delighted to report further strong growth for the financial year ended 30 November 2016. During the year turnover has grown by over 53% from £13m to over £20m. The strong results have been achieved as the company opened four new locations during the financial year to increase the total number of locations at year end to twenty two.

Growth has been achieved through opening extra units in new geographical markets and also through increased capacity at existing depots. Like for like sales for those locations open for the past two years grew by 47%. This growth has come from a combination of adding new brokers and growing business through our own website www.easirent.com.

The company has achieved strong profitability performance as the gross margin has increased by 2.4% as a result of increasing the Rate per Day by £2.62 both through brokers and our own website. At gross profit level the company achieved a result of almost £8.5m, an increase of 63% on 2016.

The company has invested in additional manpower and other resources to support the infrastructure required for the increased business and the future challenges that the strong growth entails. The bulk of the increase in overheads has come the growth in staff numbers in the new locations and an enhanced head office function, plus an increase in rent and rates in the new locations. The company will see the benefit of this in future years as the newer locations grow and mature, and the improved head office function, mainly IT and marketing, bears fruit.

After taking these into account the profit before tax has increased from £837k to £1,409k.

The Directors are forecasting further strong growth in 2017 and beyond with the opening of new locations and continuing to grow the existing network.

### PRINCIPAL RISKS AND UNCERTAINTIES

The company faces a number of risks and uncertainties. The directors consider that the key business risks are in respect of competition in the market place and ensuring suitable vehicle availability.

Risk Operating lease obligations	Impact on company The company has a risk that operating lease obligations become onerous on the company should business levels reduce significantly	Mitigation The company focuses on ensuring the best prices and service levels are offered to customers.
Insurance risk	Operating in the car rental market the company is at risk from increases to insurance premiums resulting in the business model becoming uncompetitive.	The directors have a number of insurance options open to them should standard premiums become excessive.

#### RESEARCH AND DEVELOPMENT

The company has a continuous programme of research and devèlopment to improve the performance and reliability of its systems to ensure it remains a market leader in vehicle rentals.

#### **FUTURE DEVELOPMENTS**

The directors anticipate the business environment will continue to be competitive but are confident that the company has the vehicle range and capability to satisfy customer requirements.

# STRATEGIC REPORT for the Year Ended 30 November 2016

### FINANCIAL INSTRUMENTS

The company has a normal level of exposure to price, credit, liquidity, and cash flow risk arising from trading activities which are conducted predominantly in the UK market place.

ON BEHALF OF THE BOARD:

N E Hanley - Director

Date: 19 May 2017

# REPORT OF THE DIRECTORS for the Year Ended 30 November 2016

The directors present their report with the financial statements of the company for the year ended 30 November 2016.

#### DIVIDENDS

Interim dividends totalling £388,753 were paid during the year.

#### **DIRECTORS**

The directors shown below have held office during the whole of the period from 1 December 2015 to the date of this report.

P J Hanley

N E Hanley

S Haughton

### STATEMENT OF DIRECTORS' RESPONSIBILITIES

The directors are responsible for preparing the Strategic Report, 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 of the profit or loss of the company for that period. In preparing these financial statements, the directors are required to:

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

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

### STATEMENT 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 company'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 company's auditors are aware of that information.

#### **AUDITORS**

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

#### ON BEHALF OF THE BOARD:

N E Hanley - Director

Date: 19 May 2017

# REPORT OF THE INDEPENDENT AUDITORS TO THE MEMBERS OF ER TRAVEL SERVICES LTD

We have audited the financial statements of ER Travel Services Ltd for the year ended 30 November 2016 on pages seven to twenty. 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), including Financial Reporting Standard 102 'The Financial Reporting Standard applicable in the UK and Republic of Ireland'.

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 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 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 company's affairs as at 30 November 2016 and of its 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 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.

# REPORT OF THE INDEPENDENT AUDITORS TO THE MEMBERS OF ER TRAVEL SERVICES LTD

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

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

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

## Peter T Cheetham FrA

Peter J Cheetham FCA (Senior Statutory Auditor) for and on behalf of Fairhurst Statutory Auditor Chartered Accountants Douglas Bank House Wigan Lane Wigan Lancashire WN1 2TB

Date: 19 May 2017

# INCOME STATEMENT for the Year Ended 30 November 2016

	Notes	2016 £	2015 £
TURNOVER		20,020,946	13,073,303
Cost of sales		11,533,822	7,840,199
GROSS PROFIT		8,487,124	5,233,104
Administrative expenses		7,128,125	4,387,340
		1,358,999	845,764
Other operating income		49,372	(1,518)
OPERATING PROFIT	3	1,408,371	844,246
Interest receivable and similar income	4	252	<u> </u>
		1,408,623	844,246
Interest payable and similar charges	5	130	6,669
PROFIT ON ORDINARY ACTIVITIES BEFORE TAXATION		1,408,493	837,577
Tax on profit on ordinary activities	6	281,698	169,534
PROFIT FOR THE FINANCIAL YEAR		1,126,795	668,043

# OTHER COMPREHENSIVE INCOME for the Year Ended 30 November 2016

	Notes	2016 £		2015 £
PROFIT FOR THE YEAR		1,126,795		668,043
OTHER COMPREHENSIVE INCOME				. (00,000)
Income tax relating to other comprehensive income			)	(99,900)
OTHER COMPREHENSIVE INCOME THE YEAR, NET OF INCOME TAX	FOR			(99,900)
TOTAL COMPREHENSIVE INCOME THE YEAR	FOR	1,126,795		568,143

# BALANCE SHEET 30 November 2016

		2016		2015	
	Notes	£	£	£	£
FIXED ASSETS					
Intangible assets	8		156,392		220,904
Tangible assets	9		1,070,615		1,896,473
	٠				
			1,227,007		2,117,377
CURRENT ASSETS					•
Debtors	10	1,962,489		1,193,984	
Cash at bank and in hand		709,174	•	210,877	
		2,671,663		1,404,861	
CREDITORS		2,071,003		1,404,801	•
Amounts falling due within one year	11	1,808,070		2,337,646	
ALEX CAMPANA ACCEPTAGA LA DAL MEMOS			0.62.502		(000 705)
NET CURRENT ASSETS/(LIABILITIES)			863,593		(932,785)
TOTAL ASSETS LESS CURRENT					
LIABILITIES			2,090,600		1,184,592
CDUDYMONG			•		
CREDITORS	10		(207.7(0)		(222.020)
Amounts falling due after more than one year	12		(387,760)		(223,039)
PROVISIONS FOR LIABILITIES	15		(120,922)		(117,677)
NET ASSETS			1,581,918		843,876
CAPITAL AND RESERVES					
Called up share capital	16		100,000		100,000
Retained earnings	17 .	•	1,481,918		743,876
SHAREHOLDERS' FUNDS			1,581,918		843,876
VIII TO					=======================================

# BALANCE SHEET - continued 30 November 2016

The financial statements were approved by the Board of Directors on by:	19 May 2017 and were signed on its	behalf
N E Hanley - Director		

# STATEMENT OF CHANGES IN EQUITY for the Year Ended 30 November 2016

	Called up share capital £	Retained earnings	Total equity £
Balance at 1 December 2014	100	378,961	379,061
Changes in equity Issue of share capital Dividends Total comprehensive income  Balance at 30 November 2015	99,900	(203,228) 568,143 743,876	99,900 (203,228) 568,143 843,876
Changes in equity Dividends Total comprehensive income  Balance at 30 November 2016	100,000	(388,753) 1,126,795 1,481,918	(388,753) 1,126,795 1,581,918

# CASH FLOW STATEMENT for the Year Ended 30 November 2016

		· 2016	2015
	Notes	£	£
Cash flows from operating activities			
Cash generated from operations	1	1,565,962	789,393
Interest paid		(130)	(6,669)
Tax paid		(123,823)	(29,972)
Net cash from operating activities		1,442,009	752,752
Cash flows from investing activities			
Purchase of tangible fixed assets		(587,796)	(1,757,567)
Sale of tangible fixed assets		1,102,175	449,768
Interest received		252	•
Net cash from investing activities		514,631	(1,307,799)
Cash flows from financing activities	•		
Capital repayments in year		(376,540)	812,373
Amount introduced by directors		1,488	(41,668)
Amount withdrawn by directors		(6,079)	-
Loans to associated companies	*	(688,459)	-
Equity dividends paid		(388,753)	(203,228)
Net cash from financing activities		(1,458,343)	567,477
Increase in cash and cash equivalents		498,297	12,430
Cash and cash equivalents at beginning of		770,271	12,70
year	2	210,877	198,447
Cash and cash equivalents at end of year	2	709,174	210,877

# NOTES TO THE CASH FLOW STATEMENT for the Year Ended 30 November 2016

### 1. RECONCILIATION OF PROFIT BEFORE TAXATION TO CASH GENERATED FROM OPERATIONS

	2016	2015
	£	£
Profit before taxation	1,408,493	837,577
Depreciation charges	425,363	468,824
(Profit)/loss on disposal of fixed assets	(49,372)	1,518
Finance costs	130	6,669
Finance income	(252)	
	1,784,362	1,314,588
Increase in trade and other debtors	(75,455)	(825,484)
(Decrease)/increase in trade and other creditors	(142,945)	300,289
Cash generated from operations	1,565,962	789,393

### 2. CASH AND CASH EQUIVALENTS

The amounts disclosed on the Cash Flow Statement in respect of cash and cash equivalents are in respect of these Balance Sheet amounts:

### Year ended 30 November 2016

	30/11/16 £	1/12/15 £
Cash and cash equivalents	709,174	210,877
Year ended 30 November 2015		<u> </u>
	30/11/15	1/12/14
Cash and cash equivalents	210,877	£ 198,447

### NOTES TO THE FINANCIAL STATEMENTS for the Year Ended 30 November 2016

#### 1. ACCOUNTING POLICIES

### Basis of preparing the financial statements

These financial statements have been prepared in accordance with Financial Reporting Standard 102 "The Financial Reporting Standard applicable in the UK and Republic of Ireland" and the Companies Act 2006. The financial statements have been prepared under the historical cost convention.

#### **Turnover**

Turnover represents the net invoiced value of vehicle rentals, excluding value added tax. Where a non-refundable deposit has been received in advance the revenue is recognised. Any refundable amounts received in advance of bookings are held as deferred income and recognised after the rental has occured.

#### Goodwill

Goodwill, being the amount paid in connection with the acquisition of a business in 2012, is being amortised evenly over its estimated useful life of five years.

#### Tangible fixed assets

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

Fixtures and fittings - 20% on cost
Motor vehicles - 25% on cost
Computer equipment - 20% on cost

#### Deferred tax

Deferred tax is recognised in respect of all timing differences that have originated but not reversed at the balance sheet date.

Timing differences arise from the inclusion of income and expenses in tax assessments in periods different from those in which they are recognised in financial statements. Deferred tax is measured using tax rates and laws that have been enacted or substantively enacted by the year end and that are expected to apply to the reversal of the timing difference

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.

### Hire purchase and leasing commitments

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

### Pension costs and other post-retirement benefits

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

### 2. STAFF COSTS

	2016	2015
	£	£
Wages and salaries	4,704,471	2,966,486
Social security costs	435,199	269,732
Other pension costs	47,243	1,296
	5,186,913	3,237,514
The average monthly number of employees during the year was as follows:		
	2016	2015
Administration	<u>185</u>	<u>131</u>

Page 14 continued...

# NOTES TO THE FINANCIAL STATEMENTS - continued for the Year Ended 30 November 2016

### 3. **OPERATING PROFIT**

The operating profit is stated after charging/(crediting):

			2016	2015
			£	£
	Other operating leases Depreciation - owned assets		14,371 360,851	4,615 404,312
	(Profit)/loss on disposal of fixed assets		(49,372)	1,518
	Goodwill amortisation		64,512	64,512
	Auditors' remuneration		9,000	4,000
	VAT partial exemption		111,057	69,589
			<u></u>	<del></del>
	Directors' remuneration		100,000	100,000
4.	INTEREST RECEIVABLE AND SIMILAR INCOME			
			2016	2015
			£	£
	Deposit account interest		252	-
5.	INTEREST PAYABLE AND SIMILAR CHARGES		2016	2016
			2016 £	2015 £
	Invoice discounting charges		£ _	6,641
	Bank interest paid		130	28
	Built interest pura			
			130	6,669
			<del></del>	<del></del>
6.	TAXATION			
	Analysis of the tax charge			
	The tax charge on the profit on ordinary activities for the year was as follows:	lows:		
			2016	2015
			£	£
	Current tax:		278,453	123,823
	UK corporation tax			,
	Deferred tax		3,245	45,711
	Tax on profit on ordinary activities		281,698	169,534
	Tax effects relating to effects of other comprehensive income			
	· ·			
			2015	** ·
		Gross	Tax	Net
	Donus issue of shore conital	£	£	£
	Bonus issue of share capital	(99,900)	<del>-</del>	(99,900)
		(99,900)		(99,900)
				,

# NOTES TO THE FINANCIAL STATEMENTS - continued for the Year Ended 30 November 2016

7.	DIVIDENDS			2016 £	2015 £
	Ordinary shares of 1 each			-	
	Interim			388,753	203,228
	•				
8.	INTANGIBLE FIXED ASSETS				
					Goodwill £
	COST				
	At 1 December 2015	•			
	and 30 November 2016				384,806
	AMORTISATION				
	At 1 December 2015				163,902
	Amortisation for year				64,512
	At 30 November 2016				228,414
	NET BOOK VALUE			•	
	At 30 November 2016				156,392
	At 30 November 2015				220,904
9.	TANGIBLE FIXED ASSETS				
		Fixtures			
		and	Motor	Computer	
		fittings	vehicles	equipment	Totals
		£	£	£	£
	COST				
	At 1 December 2015	24,234	2,167,482	75,278	2,266,994
	Additions	16,665	465,239	105,892	587,796
	Disposals		(1,397,965)		(1,397,965)
	At 30 November 2016	40,899	1,234,756	181,170	1,456,825
	DEPRECIATION				
	At 1 December 2015	2,080	348,689	19,752	370,521
	Charge for year	5,564	328,743	26,544	360,851
	Eliminated on disposal	-	(345,162)		(345,162)
	At 30 November 2016	7,644	332,270	46,296	386,210
	NET BOOK VALUE				
	At 30 November 2016	33,255	902,486	134,874	1,070,615
	At 30 November 2015	22,154	1,818,793	55,526	1,896,473
	•				<del></del>

All motor vehicles are held under HP or vehicle finance agreements.

# NOTES TO THE FINANCIAL STATEMENTS - continued for the Year Ended 30 November 2016

10.	DEBTORS: AMOUNTS FALLING DUE WITHIN ONE YEAR		
		2016	2015
		£	£
	Trade debtors	324,831	455,289
	Amounts owed by associates	838,386	149,927
	Other debtors	31,188	20,714
	Directors' current accounts	6,259	1,668
	VAT	261,426	182,760
	Prepayments and accrued income	500,399	383,626
		1,962,489	1,193,984
	CDEDITIONS AMOUNTS FALLING DUE WINNING ONE VEAD		
11.	CREDITORS: AMOUNTS FALLING DUE WITHIN ONE YEAR	2016	2015
	,	2016 £	2013 £
	Hiro nurchago contracto (con note 12)	258,787	800,048
	Hire purchase contracts (see note 13) Trade creditors	1,138,604	973,583
	Vehicle finance	1,130,004	348,190
	Tax	278,453	123,823
	Social security and other taxes	67,492	62,439
	Other Creditors	28,171	25,563
	Accrued expenses	36,563	4,000
	Accorded expenses		
		1,808,070	2,337,646
12.	CREDITORS: AMOUNTS FALLING DUE AFTER MORE THAN ONE YEAR		
12.		2016	2015
		£	£
	Hire purchase contracts (see note 13)	387,760	223,039
		<del></del>	
13.	LEASING AGREEMENTS		
	Minimum lease payments fall due as follows:		
		Hire purcha	ase contracts
		2016	2015
		£	£
	Net obligations repayable:		
	Within one year	258,787	800,048
	Between one and five years	387,760	223,039
		646,547	1,023,087
		=======================================	

# NOTES TO THE FINANCIAL STATEMENTS - continued for the Year Ended 30 November 2016

### 13. LEASING AGREEMENTS - continued

					Non-cancellable operating leases	
	•				2016 £	2015 £
	Within one year Between one and	I five years			586,752 248,563	148,752
					835,315	148,752
14.	SECURED DEI	BTS				
	The following se	cured debts are included within cre	editors:			
					2016 £	2015 £
	Hire purchase co Stock finance	ntracts			646,547 -	1,023,087 348,190
					646,547	1,371,277
	HP liabilities and	I vehicle finance are secured by the	underlying assets			
15.	PROVISIONS 1	FOR LIABILITIES			2016	2015
	Deferred tax				£ 120,922	£ 117,677
						Deferred tax
	Balance at 1 Dec	ember 2015 e Statement during year				£ 117,677 3,245
	Balance at 30 No	ovember 2016				120,922
16.	CALLED UP S	HARE CAPITAL				
	Allotted, issued a Number:	and fully paid: Class:		Nominal value:	2016 £	2015 £
	100,000	Ordinary	•	value: 1	100,000	100,000

# NOTES TO THE FINANCIAL STATEMENTS - continued for the Year Ended 30 November 2016

#### 17. RESERVES

		Retained earnings £
At 1 December 2015 Profit for the year Dividends		743,876 1,126,795 (388,753)
At 30 November 2016	•	1,481,918

#### 18. DIRECTORS' ADVANCES, CREDITS AND GUARANTEES

The following advances and credits to directors subsisted during the years ended 30 November 2016 and 30 November 2015:

	2016 £	2015 £
N E Hanley	-	_
Balance outstanding at start of year	180	-
Amounts advanced	-	180
Amounts repaid	(180)	-
Balance outstanding at end of year	-	180
·	· <del></del>	====
P J Hanley		
Balance outstanding at start of year	1,488	-
Amounts advanced	6,259	1,488
Amounts repaid	(1,488)	• -
Balance outstanding at end of year	6,259	1,488
	· ====	

The amounts overdrawn were repaid by dividends drawn after the year end.

### 19. RELATED PARTY DISCLOSURES

#### **Penfold Power Limited**

A company under common control

The company provides short term advances to the above. At the year end the company was owed £449,520 (2015 £5,758).

### Jaybank Car and Van Hire Limited

Company under common control

The company provides short term advances to the above. At the balance sheet date the company was owed £3,719 (2015 £16,812).

### **ER Travel Limited**

Company under common control

The company provides short term advances to the above. At the balance sheet date the company was owed £385,147 (2015: £127,357).

# NOTES TO THE FINANCIAL STATEMENTS - continued for the Year Ended 30 November 2016

### 20. ULTIMATE CONTROLLING PARTY

The controlling party is N E Hanley.

### 21. FIRST YEAR ADOPTION

There are no adjustments on adoption of FRS102.