

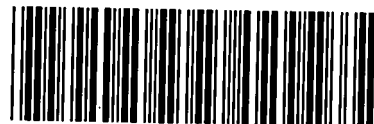
Blanco - UK Limited

Annual report and financial statements

Registered number 06924311

For the year ended 30 June 2016

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Strategic Report

The strategic report is prepared in accordance with The Companies Act 2006 (Strategic Report and Directors' Report) Regulations 2013.

Fair review of the company's business

The Company is a wholly owned subsidiary of Blanco Technology Group Plc and engages in the sale of data erasure software.

The software is developed by other members of the Group and new versions of the software are released periodically throughout the year. Software solutions are offered for high volume erasure (such as Blanco Driver Eraser and Blanco Removable Media Eraser), active erasure (such as Blanco LUN Eraser and Blanco File Eraser), mobile diagnostics (such as Blanco Mobile Diagnostics) and data erasure management solutions (such as Blanco Management Console and Blanco Cloud).

The directors expect the business to continue to perform in line with expectations for the foreseeable future.

On 28 February 2016 the trade and assets of Tabernus Europe Limited were transferred into the Company.

Principal risks and uncertainties

Group risks are managed at Group level, rather than on an individual business unit level. For this reason the Company's directors believe that a discussion of the Group's risks would not be appropriate for an understanding of the development, performance or position of the Company's business. The principal risk and uncertainties of the Blanco Technology Group, which include those of the Company, are discussed in the Group's annual report which does not form part of this report.

Development and performance

The results of the Company for the period are shown on page 6. The profit after tax for the period is £176,000 (18 month period ended 30 June 2015: £158,000). The following dividend has been paid in the period £350,000 (18 month period ended 30 June 2015: £320,000).

Position of the Company's business at the end of the period

The company has closing shareholder funds at 30 June 2016 of £200,000 (30 June 2015: £374,000). The company continues to service contracts with its customers as at 30 June 2016 and expects to continue to generate profits.

Key performance indicators

The Blanco Technology Group manages its operations on a divisional basis. For this reason, the Company's directors believe that analysis using key performance indicators for the company is neither necessary nor appropriate for an understanding of the development, performance or position of the business of the company. The development, performance and position of the Erasure division of the Blanco Technology Group, which includes this company, is discussed in the Group's annual report which does not form part of this report.

Commercially, the KPI's reflect the Service Level Agreements set within individual contracts and measuring and managing customer profitability. Formal reviews of the result for the division take place with the Directors and the management team of that division each month.

By order of the board



A Bentley
Director

6th Floor,
60 Gracechurch Street,
London,
United Kingdom,
EC3V 0HR

30 March 2017

Directors' report

The directors presents their report together with audited financial statements for the year ended 30 June 2016.

Directors

The director who served during the year and subsequently were as follows:

K. J. K. Vaisanen (resigned 22 September 2015)
J Dhody (resigned 31 October 2016)
D. J. Smith (resigned 3 October 2016)
P. J. Clawson (resigned 15 December 2016)
A. J. Bentley (appointed 31 October 2016)
K. Butcher (appointed 31 October 2016, resigned 13 March 2017)
S Herrick (appointed 13 March 2017)

Policy on the payment of creditors

It is the Company's policy to set the terms of payments with suppliers when agreeing to the terms of the transaction, to ensure that suppliers are aware of these terms and to abide by them.

Creditor days at the period end were 2 days (2015: 9 days).

Disabled employees

Applications for employment by disabled persons are given full and fair consideration for all vacancies in accordance with their particular aptitudes and abilities. In the event of employees becoming disabled, every effort is made to retrain them in order that their employment with the Company may continue.

It is the policy of the Company that training, career development and promotion opportunities should be available to all employees.

Employee involvement

The Company has continued its practice of keeping employees informed of matters affecting them as employees and the financial and economic factors affecting performance of the Company.

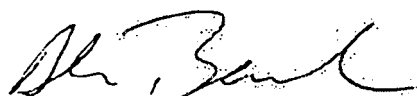
Disclosure of information to auditor

The director who held office at the date of approval of this director's report confirms that, so far as he is aware, there is no relevant audit information of which the Company's auditor is unaware; and the director has taken all the steps that he ought to take as a director to make himself aware of any relevant audit information and to establish that the Company's auditor is aware of that information.

Auditor

Pursuant to Section 487 of the Companies Act 2006, the auditor will be deemed to be reappointed and KPMG LLP will therefore continue in office

On behalf of the board



A Bentley
Director

6th Floor,
60 Gracechurch Street,
London,
United Kingdom,
EC3V 0HR

30 March 2017

Statement of directors' responsibilities in respect of the annual report and the financial statements

The directors are responsible for preparing the annual report and the financial statements in accordance with applicable law and regulations.

Company law requires the directors to prepare financial statements for each financial period. Under that law they have elected to prepare the financial statements in accordance with UK accounting standards and applicable law (UK Generally Accepted Accounting Practice, including FRS101 Reduced Disclosure Framework).

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 judgments 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; and
- 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. He has general responsibility for taking such steps as are reasonably open to them to safeguard the assets of the Company and to prevent and detect fraud and other irregularities.



KPMG LLP

One Snowhill
Snow Hill Queensway
Birmingham
B4 6GH

Independent auditor's report to the members of Blanco - UK Limited

We have audited the financial statements of Blanco - UK Limited for the year ended 30 June 2016 set out on pages 6 to 18. The financial reporting framework that has been applied in their preparation is applicable law and UK Accounting Standards (UK Generally Accepted Accounting Practice), including FRS 101 *Reduced Disclosure Framework*.

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.

Respective responsibilities of directors and auditor

As explained more fully in the directors' responsibilities statement set out on page 3, the directors are responsible for the preparation of the financial statements and for being satisfied that they give a true and fair view. Our responsibility is to audit, and express an opinion on, the financial statements in accordance with applicable law and International Standards on Auditing (UK and Ireland). Those standards require us to comply with the Auditing Practices Board's Ethical Standards for Auditors.

Scope of the audit of the financial statements

A description of the scope of an audit of financial statements is provided on the Financial Reporting Council's website at www.frc.org.uk/auditscopeukprivate.

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 June 2016 and of its profit for the year then ended;
- have been properly prepared in accordance with UK 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 Directors' Report for the financial period for which the financial statements are prepared is consistent with the financial statements.

Independent auditor's report to the members of Blanco – UK Limited *(continued)*

Matters on which we are required to report by exception

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

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



Stuart Smith (Senior Statutory Auditor)
for and on behalf of KPMG LLP, Statutory Auditor
Chartered Accountants

31 March 2017

Profit and loss account

	<i>Note</i>	For the year ended 30 June 2016 £'000	For the 18 month period ended 30 June 2015 £'000
Turnover	2	2,705	3,162
Cost of sales		(1,678)	(1,845)
Gross profit		1,027	1,317
Administrative expenses		(839)	(1,133)
Profit on ordinary activities before taxation		188	184
Tax charge on profit on ordinary activities	6	(12)	(26)
Profit for the year being total comprehensive income		176	158

All amounts in the period relate to continuing activities.

All recognised gains and losses in the current period are included in the profit and loss account.

Notes from pages 9 to 18 form part of these financial statements.

Balance sheet
at 30 June 2016

	Note	2016 £'000	2015 £'000
Fixed assets			
Intangible assets	8	390	371
Tangible assets	9	9	10
Deferred taxation	13	-	12
		<u>399</u>	<u>393</u>
Current assets			
Stocks	11	21	27
Debtors	12	1,203	767
Cash at bank and in hand		483	181
		<u>1,707</u>	<u>975</u>
Creditors: Amounts falling due within one year	14	<u>(1,672)</u>	<u>(730)</u>
Net current assets		<u>35</u>	<u>245</u>
Total assets less current liabilities		<u>434</u>	<u>638</u>
Creditors: Amounts falling due after one year	15	<u>(234)</u>	<u>(264)</u>
Net assets		<u>200</u>	<u>374</u>
Capital and reserves			
Called up share capital		-	-
Profit and loss account		200	374
		<u>200</u>	<u>374</u>
Shareholder's funds		<u>200</u>	<u>374</u>

Notes from pages 9 to 18 form part of the financial statements.

These financial statements were approved by the director on 30 March 2017 and were signed on its behalf by:



A Bentley
Director

Company registered number: 06924311

Statement of changes in equity

	Called up share capital £'000	Profit and loss account £'000	Total £'000
Balance at 1 January 2014		536	536
Profit for the period being total comprehensive income		158	158
Dividend paid		(320)	(320)
Balance at 30 June 2015		374	374
Profit for the year being total comprehensive income		176	176
Dividend paid		(350)	(350)
Balance at 30 June 2016		200	200

Notes

1 Accounting policies

The following accounting policies have been applied consistently in dealing with items which are considered material in relation to the company's financial statements:

Basis of accounting

These financial statements have been prepared in accordance with Financial Reporting Standard 101 "Reduced Disclosure Framework" (FRS 101) and the Companies Act 2006 (the "Act"). FRS 101 sets out a reduced disclosure framework for a 'qualifying entity' as defined in the standard which addresses the financial reporting requirements and disclosure exemptions in the individual financial statements of qualifying entities that otherwise apply the recognition, measurement and disclosure requirements of EU-adopted IFRS.

The Company is a qualifying entity for the purposes of FRS 101. These are the first financial statements of the Company prepared in accordance with FRS 101. The Company's date of transition to FRS 101 is 1 January 2014

FRS 101 sets out amendments to EU-adopted IFRS that are necessary to achieve compliance with the Act and related Regulations.

In these financial statements, the Company has applied the exemptions under FRS 101 in respect of the following disclosures:

- A cash flow statement and related notes.
- Disclosures in respect of transactions with wholly owned subsidiaries of the ultimate parent undertaking.
- Disclosures in respect of compensation of key management personnel
- Certain disclosures required by IFRS 13 "Fair Value Measurement" and the disclosures required by IFRS 7 "Financial Instrument disclosures"
- Prior year disclosure of the intangible and tangible asset reconciliations

The financial statements have been prepared under the historical cost convention and on a going concern basis.

Going Concern

The Company is currently in a net asset position and forecast to remain in this position for the foreseeable future. As a consequence, the directors believe that the company is well placed to manage its' business risks successfully.

The directors have a reasonable expectation that the company has adequate resources to continue in existence for the foreseeable future. Accordingly, they continue to adopt the going concern basis in preparing the financial statements.

Turnover

Turnover is measured at the fair value of the consideration received or receivable and is net of value added tax and other duties. Turnover is recognised when the delivery of services has taken place in accordance with the terms of the sales, and there is certainty on the value and recoverability and risk has transferred to the customer.

Turnover on software sales is recognised according to the terms of individual contracts, which fall into two types: either a volume or subscription basis. For sales of licences made under a subscription model turnover is deferred and recognised over the length of the user agreement. Turnover billed in advance is deferred within deferred income and billing in arrears is recognised in accrued income. Where Blanco software is sold on a volume basis a finite number of "uses" are delivered. Turnover is recognised on delivery as this is the point at which risk and reward is transferred to the customer and there are no continuing obligations to the Group.

Bundled sales or multiple-element arrangements require the Group to deliver hardware and/or a number of services under one agreement, or a series of agreements which are commercially linked. Under such agreements, an assessment is made over the ability to identify and account for each of the components separately. In order for these components to be identified it is determined whether the component has stand-alone value to the customer and whether the fair value of the component can be measured reliably. If these criteria are deemed to be met the components are accounted for separately.

Where these agreements are accounted for separately, the consideration received allocated to each of the identifiable components based on the relative fair values. Fair values are determined on a hierarchical basis as follows:

Notes (continued)

- Evidence where the Group sells on a stand-alone basis.
- Evidence where the same or similar components are being sold by another third party.
- Best estimate of the selling price.

The amount of turnover allocated to the hardware or service element is accounted for in line with the policy for the sale of goods, and the amount allocated to services is accounted for in line with the policy for services. Alternatively, where it is determined that either the component does not have stand-alone value or it is not possible for fair value to be determined reliably, turnover is recognised on the entire agreement on a straight line basis over the service period.

Goodwill

Goodwill is calculated as the excess of the fair value of the purchase consideration over the fair value attributable to the separately identifiable assets and liabilities of the acquired business. Goodwill is capitalised on acquisition.

Goodwill is initially recognised as an asset at cost and is subsequently measured at cost less any accumulated impairment losses. Goodwill is reviewed for impairment at least annually. Any impairment is recognised immediately in the income statement and is not subsequently reversed.

Goodwill is not amortised under FRS 101. This accounting is not in accordance with The Large and Medium-sized Companies and Groups (Accounts and Reports) Regulations 2008 which requires that all goodwill be amortised. The Directors consider that this would fail to give a true and fair view of the profit for the year and that the economic measure of performance in any period is properly made by reference only to any impairment that may have arisen. It is not practicable to quantify the effect on the financial statements of this departure.

Other intangible assets

Other intangible assets represent product accreditations. The company has contracted third-party agencies to certify that certain Blanco software meets or exceeds specific minimum standards. Other intangible assets are amortised on a straight line basis over four years, once the accreditation has been granted

Tangible fixed assets and depreciation

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

Computer Equipment - 3 years

Stocks

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

Cost is the purchase price, including transport and handling charges, less trade discounts. Net realisable value is the estimated selling price, after trade discounts, less all costs incurred in marketing, selling and distribution.

Pension costs

The Company operates a defined contribution pension scheme for employees. The assets of the scheme are held separately from those of the company. The annual contributions payable are charged to the profit and loss account.

Taxation

The charge for taxation is based on the profit for the year and takes into account taxation deferred because of timing differences between the treatment of certain items for taxation and accounting purposes.

Deferred tax is recognised, without discounting, in respect of all timing differences between the treatment of certain items for taxation and accounting purposes which have arisen but not reversed by the balance sheet date, except that the recognition of deferred tax assets is limited to the extent that the company anticipates to make sufficient taxable profits in the future to absorb the reversal of the underlying timing differences.

Notes (continued)

Foreign currencies

Transactions in foreign currencies are recorded using the rate of exchange ruling at the date of the transaction. Monetary assets and liabilities denominated in foreign currencies are translated at the rate of exchange ruling at the balance sheet date. Gains or losses on translation are included in the profit and loss account.

Classification of financial instruments issued by the company

In accordance with IAS 32, the financial instruments issued by the company are treated as equity (i.e. forming part of shareholders' funds) only to the extent that they meet the following two conditions:

(a) they include no contractual obligations upon the Company to deliver cash or other financial assets or to exchange financial assets or financial liabilities with another party under conditions that are potentially unfavourable to the Company; and

(b) where the instrument will or may be settled in the Company's own equity instruments, it is either a non-derivative that includes no obligation to deliver a variable number of the Company's own equity instruments or is a derivative that will be settled by the Company's exchanging a fixed amount of cash or other financial assets for a fixed number of its own equity instruments.

To the extent that this definition is not met, the proceeds of issue are classified as a financial liability. Where the instrument so classified takes the legal form of the Company's own shares, the amounts presented in these financial statements for called up share capital and share premium account exclude amounts in relation to those shares.

Finance payments associated with financial liabilities are dealt with as part of interest payable and similar charges. Finance payments associated with financial instruments that are classified as part of the shareholders' funds are dealt with as appropriation in the reconciliation of movements in shareholders' funds.

2 Turnover

The turnover and profit before tax are attributable to the one principal activity of the Company, being sale of data erasure software. All turnover arises in the United Kingdom.

3 Operating profit

Operating profit is stated after charging	2016 £'000	2015 £'000
Depreciation		
- Owned fixed assets	4	9
- Amortisation of intangible assets	5	-
Auditor's remuneration	26	20
	<u>35</u>	<u>29</u>

Fees paid to the company's auditors KPMG LLP and its associates for other than the statutory audit of the company are not disclosed in these financial statements since the consolidated financial statements of the Company's parent, Blanco Technology Group Plc, are required to disclose non-audit fees on a consolidated basis.

Notes (continued)

4 Staff numbers and costs

The average number of persons employed by the Company during the period, analysed by category was as follows:

	Number of employees	
	2016	2015
Sales and administration	16	9
	<u>16</u>	<u>9</u>

The aggregate payroll costs of the above were:

	2016 £'000	2015 £'000
Wages and salaries	1,313	832
Social security costs	99	100
Other pension costs	6	9
	<u>1,418</u>	<u>941</u>

5 Director's remuneration

None of the directors received any remuneration from Blanco - UK Limited in respect of their role as directors of the company, which is incremental to their role as director for the Group. The emoluments of J Dhody and P Clawson are disclosed in the accounts of Blanco Technology Group Plc or its subsidiary companies.

6 Tax on profit on ordinary activities

Analysis of charge in period

	2016 £'000	2015 £'000
UK Corporation tax		
Current tax		
Total current tax charge		
Deferred tax (see note 13)		
Reversal of timing differences	12	
Adjustment in respect of change in accounting policy		21
Adjustment in respect of change in tax rate		5
Total deferred tax charge	12	26
Tax on profit on ordinary activities	12	26

Notes (continued)

Factors affecting the tax charge for the current period

The tax charge for the period is lower than (2015: lower than) the standard rate of corporation tax in the UK of 20% (2015: 21.17%). The differences are explained below:

	2016 £'000	2015 £'000
<i>Current tax reconciliation</i>		
Profit on ordinary activities before tax	188	184
	<hr/>	<hr/>
Current tax at 20% (2015: 21.17%)	38	39
	<hr/>	<hr/>
<i>Effects of:</i>		
Adjustment in respect of change in accounting policy	-	(18)
Losses utilised	-	(21)
Group relief	(26)	-
	<hr/>	<hr/>
Total tax charge (see above)	12	-
	<hr/>	<hr/>

Factors that may affect future tax charges

Reductions in the UK corporation tax rate from 20% (effective from 1 April 2015) to 19% (effective from 1 April 2017) and to 18% (effective from 1 April 2020) were substantively enacted on 26 October 2015. The deferred tax balance at the year end has been calculated based on a tax rate of 18%.

An additional reduction to 17% (effective from 1 April 2020) was announced in the Budget on 16 March 2016. This will reduce the company's future current tax charge.

7 Dividends

	2016 £'000	2015 £'000
Equity dividends:		
Dividend paid on ordinary shares	350	320
	<hr/>	<hr/>

The dividend on ordinary shares of £350,000 (2015: £320,000) represents a dividend of £175,000 per ordinary share (2015: £160,000 per share).

Notes (continued)

8 Intangible assets

	Goodwill	Other intangible assets	Total
	£000	£000	£000
Cost			
At start of period	574	11	585
Additions		24	24
At 30 June 2016	574	35	609
Amortisation			
At start of period	214	-	214
Charge for the year		5	5
At 30 June 2016	214	5	219
Net book value			
At 30 June 2016	360	30	390
At 30 June 2015	360	11	371

9 Tangible fixed assets

	Computer Equipment	Total
	£000	£000
Cost		
At start of period	27	27
Additions	3	3
At 30 June 2016	30	30
Depreciation		
At start of period	17	17
Charge for the year	4	4
At 30 June 2016	21	21
Net book value		
At 30 June 2016	9	9
At 30 June 2015	10	10

Notes (continued)

10 Transfer of trade and assets

On 29 February 2016, the Company acquired the trade and assets of Tabernus Europe Limited at book value. The book values of the net assets and liabilities acquired is as follows:

	Tabernus Europe Limited £000
Balances transferred:	
Cash	65
Trade and other debtors	56
Trade and other payables	(12)
Accruals	(15)
	<hr/>
Net assets acquired	94
Consideration paid	94

The fair value and book value of the assets acquired are not materially different.

11 Stocks

	2016 £'000	2015 £'000
Raw materials	21	27
	<hr/>	<hr/>

12 Debtors

	2016 £'000	2015 £'000
Trade debtors	638	577
Amounts owed by group undertakings	557	180
Prepayments and accrued income	8	10
	<hr/>	<hr/>
	1,203	779
	<hr/>	<hr/>

Amounts owed under group undertakings are interest free and repayable on demand

Notes (continued)

13 Deferred taxation

Deferred tax assets attributable to tax losses are as follows

	2016 £'000	2015 £'000
Losses	12	12
At end of year	12	12

Movement in losses during the year are as follows:

	At 1 July 2015 £'000	Recognised in profit and loss £'000	At 30 June 2016 £'000
Losses	12	(12)	
	12	(12)	

14 Creditors: Amounts falling due within one year

	2016 £'000	2015 £'000
Trade creditors	8	9
Amounts owed to group undertakings	791	77
Other taxation and social security	149	101
Accruals	220	107
Deferred income	504	436
	1,672	730

Amounts owed to group undertakings are interest free and repayable on demand.

15 Creditors: Amounts falling due after more than one year

	2016 £'000	2015 £'000
Deferred income	234	264
	234	264

Notes (continued)

16 Commitments

At 30 June 2016, the Company had annual commitments under non-cancellable operating leases as set out below:

	2016 Land and buildings £'000	2015 Land and buildings £'000
Operating leases which expire:		
Within one year	33	51
Within two to five years		33
After more than five years		
	<u>33</u>	<u>84</u>

17 Transition to FRS 101

This is the first year that the Company has presented its financial statements under FRS 101 (Financial Reporting Standard 101) issued by the Financial Reporting Council. The following disclosures are required in the year of transition. The last financial statements under a previous GAAP (UK GAAP) were for the 18 month period ended 30 June 2015 and the date of transition was therefore 1 January 2014.

Reconciliation of Equity

	1 January 2014 £'000	30 June 2015 £'000
Equity reported under UK GAAP	536	289
Adjustments to equity on transition to FRS 101		
Amortisation of goodwill		85
Equity reported under FRS 101	536	374

Reconciliation of profit and loss for the period ended 30 June 2015

	2015 £'000
Profit for the period under UK GAAP	73
Adjustments to profit and loss on transition to FRS 101:	
Amortisation of goodwill	85
Profit for the period under FRS 101	158

Under FRS 101, amortisation of goodwill is frozen at the transition date. Therefore, the £85,000 of amortisation charged in the period ended 30 June 2015 is credited to the profit and loss account, with the same impact on equity at 30 June 2015.

18 Guarantees

The Company has guaranteed, via fixed and floating charges over the whole of its property, undertaking and assets, the bank borrowings of other companies in the Blanco Technology Group. At 30 June 2016, the liability covered by this guarantee amounted to £3,700,000 (2015: £4,600,000).

19 Related party transactions

As a wholly owned subsidiary of Blanco Technology Group Plc, the Company is exempt from the requirements of IAS 24 to disclose transactions with other members of the group headed by Blanco Technology Group Plc.

Notes (continued)

20 Ultimate parent company

The Company's immediate parent undertaking is Blanco Oy Limited, which is incorporated in Finland. The ultimate parent undertaking is Blanco Technology Group Plc, which is incorporated in England Wales and is the largest group in which the results of the Company are consolidated. Copies of the financial statements of Blanco Technology Group Plc can be obtained from:

6th Floor,
60 Gracechurch Street,
London,
United Kingdom, E14 4NR
EC3V 0HR