

**Blanco - UK Limited**

**Annual report and financial statements**

**Registered number 06924311**

**For the year ended 30 June 2022**



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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 Drive Eraser and Blanco Removable Media Eraser), active erasure (such as Blanco LUN Eraser and Blanco File Eraser), mobile erasure and diagnostics (such as Blanco Mobile Diagnostics and Erasure and Blanco Xcelerate) 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.

### 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 year are shown on page 7. The profit after taxation is £284,000 (2021: £448,000). No dividend was paid in the year ended 30 June 2022 (2021: £nil). The directors recommend a dividend of £nil (2021: £nil) for the year.

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

The company has total shareholders' funds at 30 June 2022 of £1,900,000 (30 June 2021: £1,593,000). The company continues to service contracts with its customers as at 30 June 2022 and expects to generate profits in future periods.

### Key performance indicators

The Blanco Technology Group manages its operations on a group 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 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 group take place with the Directors and the management team each month.

On behalf of the board

  
A.P. Moloney  
Director

Registered office:  
Suite 1,  
Chapel House,  
Start Hill,  
Bishop's Stortford,  
Hertfordshire,  
CM22 7WE

20 February 2023

## Directors' report

The directors present their report together with audited financial statements for the year ended 30 June 2022.

### Directors

The directors of the company who were in office during the year and up to the date of signing the financial statements were as follows:

A.J Bentley (resigned 30 June 2022)  
A.P Moloney  
S Smith (appointed 30 June 2022)

### Political and charitable contributions

The Company made no political or charitable contributions during the period (2021: nil).

### 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.

### Dividends

Details on dividends paid and recommended during the year and prior year are included in the Strategic Report.

### Future developments

The directors believe that the company will generate profit in future periods. Further details around the development of the markets that the company operates in and the strategy are included in the consolidated financial statements of the ultimate parent Company.

### 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.

### Statement of directors' responsibilities in respect of the financial statements

The directors are responsible for preparing the Annual Report and the financial statements in accordance with applicable law and regulation.

Company law requires the directors to prepare financial statements for each financial year. Under that law the directors have prepared the financial statements in accordance with United Kingdom Generally Accepted Accounting Practice (United Kingdom Accounting Standards, comprising FRS 101 "Reduced Disclosure Framework", 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 the financial statements, the directors are required to:

- select suitable accounting policies and then apply them consistently;
- state whether applicable United Kingdom Accounting Standards, comprising FRS 101, have been followed, subject to any material departures disclosed and explained in the financial statements;
- make judgements and accounting estimates that are reasonable and prudent; and
- prepare the financial statements on the going concern basis unless it is inappropriate to presume that the company will continue in business.

## **Directors' report** *(continued)*

The directors 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.

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.

### **Disclosure of information to auditors**

The directors who held office at the date of approval of this directors' report confirm that, so far as they are aware, there is no relevant audit information of which the Company's auditors are unaware; and the directors have taken all the steps that they ought to take as a director to make themselves aware of any relevant audit information and to establish that the Company's auditors are aware of that information.

### **Independent Auditors**

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

On behalf of the board



**A.P. Moloney**  
*Director*

Registered office:  
Suite 1,  
Chapel House,  
Start Hill,  
Bishop's Stortford,  
Hertfordshire,  
CM22 7WE

20 February 2023

# Independent auditors' report to the members of Blanco - UK Limited

## Report on the audit of the financial statements

### Opinion

In our opinion, Blanco - UK Limited's financial statements:

- give a true and fair view of the state of the company's affairs as at 30 June 2022 and of its profit for the year then ended;
- have been properly prepared in accordance with United Kingdom Generally Accepted Accounting Practice (United Kingdom Accounting Standards, including FRS 101 "Reduced Disclosure Framework", and applicable law); and
- have been prepared in accordance with the requirements of the Companies Act 2006.

We have audited the financial statements, included within the Annual report and financial statements (the "Annual Report"), which comprise: the Balance sheet as at 30 June 2022; the Profit and loss account and the Statement of changes in equity for the year then ended; and the notes to the financial statements, which include a description of the significant accounting policies.

### Basis for opinion

We conducted our audit in accordance with International Standards on Auditing (UK) ("ISAs (UK)") and applicable law. Our responsibilities under ISAs (UK) are further described in the Auditors' responsibilities for the audit of the financial statements section of our report. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

### Independence

We remained independent of the company in accordance with the ethical requirements that are relevant to our audit of the financial statements in the UK, which includes the FRC's Ethical Standard, and we have fulfilled our other ethical responsibilities in accordance with these requirements.

### Conclusions relating to going concern

Based on the work we have performed, we have not identified any material uncertainties relating to events or conditions that, individually or collectively, may cast significant doubt on the company's ability to continue as a going concern for a period of at least twelve months from when the financial statements are authorised for issue.

In auditing the financial statements, we have concluded that the directors' use of the going concern basis of accounting in the preparation of the financial statements is appropriate.

However, because not all future events or conditions can be predicted, this conclusion is not a guarantee as to the company's ability to continue as a going concern.

Our responsibilities and the responsibilities of the directors with respect to going concern are described in the relevant sections of this report.

## Reporting on other information

The other information comprises all of the information in the Annual Report other than the financial statements and our auditors' report thereon. The directors are responsible for the other information. Our opinion on the financial statements does not cover the other information and, accordingly, we do not express an audit opinion or, except to the extent otherwise explicitly stated in this report, any form of assurance 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 an apparent material inconsistency or material misstatement, we are required to perform procedures to conclude whether there is a material misstatement of 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 based on these responsibilities.

With respect to the Strategic report and Directors' Report, we also considered whether the disclosures required by the UK Companies Act 2006 have been included.

Based on our work undertaken in the course of the audit, the Companies Act 2006 requires us also to report certain opinions and matters as described below.

### Strategic report and Directors' Report

In our opinion, based on the work undertaken in the course of the audit, the information given in the Strategic report and Directors' Report for the year ended 30 June 2022 is consistent with the financial statements and has been prepared in accordance with applicable legal requirements.

In light of the knowledge and understanding of the company and its environment obtained in the course of the audit, we did not identify any material misstatements in the Strategic report and Directors' Report.

## Responsibilities for the financial statements and the audit

### Responsibilities of the directors for the financial statements

As explained more fully in the Statement of directors responsibilities in respect of the financial statements, the directors are responsible for the preparation of the financial statements in accordance with the applicable framework and for being satisfied that they give a true and fair view. The directors are also responsible for such internal control as they 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.

### Auditors' 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 auditors' 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.

Irregularities, including fraud, are instances of non-compliance with laws and regulations. We design procedures in line with our responsibilities, outlined above, to detect material misstatements in respect of irregularities, including fraud. The extent to which our procedures are capable of detecting irregularities, including fraud, is detailed below.

### **Auditors' responsibilities for the audit of the financial statements (continued)**

Based on our understanding of the company and industry, we identified that the principal risks of non-compliance with laws and regulations related to UK income tax regulation and the Companies Act 2006, and we considered the extent to which non-compliance might have a material effect on the financial statements. We evaluated management's incentives and opportunities for fraudulent manipulation of the financial statements (including the risk of override of controls), and determined that the principal risks were related to the posting of inappropriate journal entries to manipulate reported results and management bias in accounting estimates. Audit procedures performed by the engagement team included:

- Discussions with management and the Directors regarding actual and potential litigations and claims, including known or suspected instances of non-compliance with laws and regulation and fraud;
- Reading relevant meeting minutes, including those of the Board of Directors;
- Evaluating the Company controls designed to prevent and detect irregularities;
- Identifying and testing journal entries, in particular certain journal entries posted with unusual account combinations;
- Designing audit procedures to incorporate unpredictability around the nature, timing and extent of our testing; and
- Considering assumptions and judgements made by management and the Directors in their significant accounting estimates that involved making assumptions and considering future events that are inherently uncertain.

There are inherent limitations in the audit procedures described above. We are less likely to become aware of instances of non-compliance with laws and regulations that are not closely related to events and transactions reflected in the financial statements. Also, the risk of not detecting a material misstatement due to fraud is higher than the risk of not detecting one resulting from error, as fraud may involve deliberate concealment by, for example, forgery or intentional misrepresentations, or through collusion.

A further description of our responsibilities for the audit of the financial statements is located on the FRC's website at: [www.frc.org.uk/auditorsresponsibilities](http://www.frc.org.uk/auditorsresponsibilities). This description forms part of our auditors' report.

### **Use of this report**

This report, including the opinions, has been prepared for and only for the company's members as a body in accordance with Chapter 3 of Part 16 of the Companies Act 2006 and for no other purpose. We do not, in giving these opinions, accept or assume responsibility for any other purpose or to any other person to whom this report is shown or into whose hands it may come save where expressly agreed by our prior consent in writing.

## **Other required reporting**

### **Companies Act 2006 exception reporting**

Under the Companies Act 2006 we are required to report to you if, in our opinion:

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

We have no exceptions to report arising from this responsibility.



Simon Ormiston (Senior Statutory Auditor)  
for and on behalf of PricewaterhouseCoopers LLP  
Chartered Accountants and Statutory Auditors  
Cambridge  
20 February 2023



## Profit and loss account

	<i>Note</i>	<b>For the year ended 30 June 2022 £'000</b>	<b>For the year ended 30 June 2021 £'000</b>
<b>Revenue</b>	<b>3</b>	<b>4,614</b>	3,440
Cost of sales		(2,976)	(2,083)
<b>Gross profit</b>		<b>1,638</b>	1,357
Administrative expenses		(1,350)	(904)
<b>Operating profit</b>	<b>4</b>	<b>288</b>	453
Interest payable and similar expenses	<b>5</b>	(4)	(5)
<b>Profit before taxation</b>		<b>284</b>	448
Tax on profit	<b>9</b>	-	-
<b>Profit after taxation</b>		<b>284</b>	448

All amounts in the period relate to continuing activities.

The company made no other gains and losses during the current and comparative periods other than those included in the profit and loss account.

Notes from pages 10 to 22 form part of these financial statements.

**Balance sheet**  
*at 30 June 2022*

	<i>Note</i>	<b>2022</b> <b>£'000</b>	<b>2021</b> <b>£'000</b>
<b>Non-current assets</b>			
Intangible assets	<i>10</i>	<b>360</b>	<b>360</b>
Tangible assets	<i>11</i>	<b>99</b>	<b>167</b>
		<b>459</b>	<b>527</b>
<b>Current assets</b>			
Stock	<i>13</i>	<b>7</b>	<b>-</b>
Debtors	<i>14</i>	<b>1,945</b>	<b>1,676</b>
Cash at bank and in hand		<b>1,508</b>	<b>1,090</b>
		<b>3,460</b>	<b>2,766</b>
<b>Creditors: Amounts falling due within one year</b>	<i>15</i>	<b>(1,986)</b>	<b>(1,597)</b>
<b>Net current assets</b>		<b>1,474</b>	<b>1,169</b>
<b>Total assets less current liabilities</b>		<b>1,933</b>	<b>1,696</b>
<b>Creditors: Amounts falling due after more than one year</b>	<i>16</i>	<b>(33)</b>	<b>(103)</b>
<b>Net assets</b>		<b>1,900</b>	<b>1,593</b>
<b>Capital and reserves</b>			
Called up share capital	<i>17</i>	<b>-</b>	<b>-</b>
Profit and loss account		<b>1,900</b>	<b>1,593</b>
<b>Total shareholders' funds</b>		<b>1,900</b>	<b>1,593</b>

Notes from pages 10 to 22 form part of the financial statements.

The financial statements on pages 7 to 22 were approved by the directors on 20 February 2023 and were signed on its behalf by:



A.P. Moloney  
*Director*

Company registered number: 06924311

## Statement of changes in equity

	Called up share capital	Profit and loss account	Total shareholders' funds
	£'000	£'000	£'000
<b>Balance at 01 July 2020</b>	-	<b>1,047</b>	<b>1,047</b>
Profit after taxation	-	448	448
Recognition of share-based payment	-	98	98
<b>Balance at 30 June 2021</b>	-	<b>1,593</b>	<b>1,593</b>
Profit after taxation	-	284	284
Recognition of share-based payment	-	23	23
<b>Balance at 30 June 2022</b>	-	<b>1,900</b>	<b>1,900</b>

The accompanying notes set out on pages 10 to 22 form part of the financial statements.

## Notes

### 1 Accounting policies

Blanco - UK Limited (the "Company") is a private company, limited by shares, incorporated and domiciled in the UK and registered in England and Wales. The company's registered number can be found on page 8 and registered office address can be found on page 1.

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") as applicable to companies using FRS 101. 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 international accounting standards in conformity with the requirements of the Companies Act 2006.

The Company is a qualifying entity for the purposes of FRS 101.

FRS 101 sets out amendments to international accounting standards in conformity with the requirements of the Companies Act 2006 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;
- Disclosures in respect of the impact of new standards issued and not yet effective;
- IFRS 2 Share-based payment in respect of Group settled share-based payments;
- Certain disclosures required by IFRS 13 "Fair Value Measurement", IFRS 15 "Revenue from Contracts with Customers" and the disclosures required by IFRS 7 "Financial Instrument disclosures"; and
- 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. Therefore, 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.

## Notes (continued)

### Revenue

Revenue is measured at the fair value of the consideration received or receivable and is net of value added tax and other duties. Revenue is recognised when the delivery of goods or services has taken place in accordance with the terms of the sale, there is certainty on the value, recoverability is reasonably assured and risk has transferred to the customer. Delivery is deemed to have taken place when the customer has full access to use the product and there is no further supply obligation for the Company.

Revenue on software sales is recognised according to the terms of individual contracts, which fall into two types; either a volume or subscription basis:

- **Volume contracts.** Where Blanco products are sold on a volume basis a finite number of “uses” are delivered. Revenue is recognised on delivery as this is the point at which control is transferred to the customer and there are no continuing obligations to the Company.
- **Subscription contracts.** Revenue is recognised at finite points throughout the contract term at which point delivery is expected to take place. In the majority of cases, delivery takes place at the onset of a contract, or to the extent a customer has been invoiced for a portion of the overall contract term, and accordingly licence revenue closely aligns to the point the invoice is raised with no revenue deferral. In cases where deliveries are expected to be made periodically throughout the contract term, sufficient revenue will be deferred to reflect management’s best estimate of licences still to be delivered. In cases where a customer has been delivered licences in advance of an invoice being issued, a contract asset is recognised, and discounted to the net present value where the associated cash receipt is expected to be in excess of 12 months for the point the revenue is recognised.

Revenue billed in advance is deferred within contract liabilities. Revenue billed in arrears is recognised in contract assets and discounted to net present value where this impact is material.

Discounting is required where a financing component exists on contracts. Our standard payment terms are 30 days and contracts are not entered into with significant financing components. On long-term contracts, delivery is generally aligned with invoicing (either up front or periodically throughout the term) such that the timing difference between revenue recognition and cash collection is representative of our normal payment terms.

The key judgement involved in assessing the criteria for revenue recognition is the identification of separate performance elements and their respective fair values, including assessing the underlying economics of the transaction versus what is contractually agreed.

Bundled sales or multiple-element arrangements require the Company 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, thereby identifying the different performance obligations. 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. While all contracts are assessed on a case by case basis, for the majority of Blanco’s sales, all components are measured separately except for:

- Cases where two or more components are inherently linked. This can arise on contracts where licences are sold with bespoke hardware or development and integration work, on the basis that either component relies on the other in order to function as a complete product.
- Product upgrades which are linked to the licence element of contracts on the basis that these are unspecified, not required in order to maintain functionality of the product and that product upgrades to existing customers are only a bi-product of Blanco’s product development activity.

## Notes (continued)

The fair values of each performance element are calculated with respect to the cost of the respective inputs.

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

- Evidence where the Company 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 revenues allocated to the hardware or up-front services is accounted for on delivery and when all revenue recognition criteria are met. The amount allocated to other services is accounted for over the term in which those services are being delivered.

Blanco contracts a part of its revenue acting as an agent or reseller for third party licences which are sometimes sold in isolation or as a bundle with other Blanco products. This revenue is measured at fair value and recognised gross with a corresponding cost of sale on the basis that Blanco:

- Takes full title and ownership of the products prior to onward sale.
- Is exposed to variable returns of the sales of the product.
- Processes and decides on the best route to market for the equipment.
- Has full discretion in identifying customers for onward sale of products and establishes the selling price to these customers.

The revenue is recorded at the point that Blanco's obligation to deliver the third party software has been satisfied.

### *Pension*

The group offers defined contribution pension arrangements to certain employees. Payments to defined contribution pension schemes are expensed as incurred.

### *Share-based payments*

Long term incentive plans are in place under which certain employees are annually awarded options over the shares of the ultimate parent company of the company subject to meeting certain vesting criteria. The fair value of the options under the equity settled schemes are recognised as an employee expense with a corresponding increase in equity. The fair value is measured at grant date and spread over the period during which the employees become entitled to the options. The fair value of the awards granted is measured using the average share price on day preceding the grant date and the number of shares the employee is awarded. The compensation charge relating to the awards is reassessed at each reporting date based on the likelihood of achieving the vesting criteria and the likely level of attainment of the vesting criteria. Any corresponding change would be recorded as an expense with a corresponding increase in equity.

There is also a sharesave scheme available to full-time employees giving them the unconditional right to purchase shares in the ultimate parent company at an option price (which is at a 20% discount to the market price at the date the exercise price is determined).

The fair value of the options granted under this scheme are recognised as an expense with a corresponding increase in equity. The fair value is measured at grant date and spread over the vesting period in which the employees become entitled to the options. The fair value of the share options is measured using the Black Scholes pricing model and using the option price determined prior to the commencement of the scheme. The fair value of the options is reassessed at each reporting based on the estimated forfeiture rate. Any corresponding change in the fair value would be recorded as an expense or a credit to the income statement with a corresponding increase or decrease in equity. Further details of the long-term incentive schemes are included in the Consolidated Financial Statements of the ultimate parent Company.

## Notes (continued)

### *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.

The company does not amortise goodwill in accordance with the requirements of IFRS as applied under FRS 101. Instead an annual impairment test is performed and any impairment that is identified is recognised in the income statement. The non-amortisation of goodwill conflicts with paragraph 22 of Schedule 1 to 'The Large and Medium-sized Companies and Groups (Accounts and Reports) Regulations 2008 (SI 2008/410)', which requires acquired goodwill to be written off over its useful economic life. As such, the non-amortisation of goodwill is a departure, for the overriding purpose of giving a true and fair view, from the requirement of paragraph 22 of Schedule 1 to the Regulations.

It is not possible to quantify the effect of the departure from the Companies Act, because a finite life for the goodwill has not been identified. However, the effect of amortising over a useful life of 10 years would be a charge of £57,000 (2021: £57,000) against operating profit, and a corresponding reduction in the carrying value of goodwill in the balance sheet.

### *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. Amortisation is charged against administrative expenses in the profit and loss account.

### *Software licences*

Software licences are initially measured at cost, which include the purchase price of the asset, and cost of bringing the asset to use. After initial recognition, the intangible asset is carried at cost, less accumulated amortisation, less any accumulated impairment losses. Software licences are amortised on a straight-line basis over their useful lives, which is between three and five years.

### *Tangible 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:

Office Equipment: - 4 years

IT Equipment: - 3 years

### *Financial instruments*

Financial assets and financial liabilities are recognised in the Company's balance sheet when the Company becomes a party to the contractual provisions of the instrument.

### *Non-derivative financial instruments*

- Cash and cash equivalents comprise cash balances
- Trade and other receivables are recognised initially at fair value. Subsequent to initial recognition they are measured at amortised cost
- Trade and other payables are recognised initially at fair value. Subsequent to initial recognition they are measured at amortised cost.

## **Notes (continued)**

### ***Taxation***

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

Deferred tax is recognised, without discounting, in respect of all temporary 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 temporary differences.

### ***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.

### ***Leases***

The company leases property and certain office equipment. Leases are recognised in accordance with IFRS16, with those meeting the criteria being capitalised as right-of-use assets and a corresponding liability recognised, representing the discounted future payments over the duration of the agreement.

### ***Right-of-use assets***

Right-of-use assets are recognised at the inception of the lease (the underlying date the lease is available for use). Right-of-use assets are measured at cost which equals the amount of the initial measurement of lease liability, less any accumulated depreciation and impairment losses, and adjusted for any remeasurement of lease liabilities. Right-of-use assets are depreciated on a straight line basis over a term which takes into account the length of the lease term, any break clauses and a reasonable expectation of the length of time it is intended to occupy the lease. In all cases, the depreciation period for any given asset aligns to the terms used to calculate the present value of lease payments.

### ***Lease liabilities***

At the commencement date of the lease, the Company recognises lease liabilities representing the discounted future fixed payments over the expected term of the lease (as noted above), measured at present value. In calculating the present value of lease payments, the UK uses discount rates based on estimated costs of borrowing to purchase an equivalent asset in each jurisdiction where the interest rate is not explicitly stated in the lease agreement. Following the inception of the lease, the liability is increased to reflect the accretion of interest and reduced for lease payments made.



## Notes (continued)

### 2 Critical Judgements in Applying the Group's Accounting Policies

Management are required to make judgements over certain balances which are uncertain and therefore require a degree of estimation as to the amounts to be settled in future periods.

The critical judgement, which do not involve management estimates of amounts disclosed in the financial statements, is considered to be the following:

- Revenue recognition requires judgement over what constitutes a separable performance obligation which can be complex in customer contracts where a number of services are being provided to the customer alongside licences. This judgement largely requires consideration of whether the performance obligations are stand alone, and therefore should be recognised separately, or inherently linked, and therefore recognised together. There is further judgement on product delivery (1) over whether a contract is fulfilled at the point the licence is delivered or whether the Company retains an ongoing obligation to re-deliver licences for product updates or enhancements; and (2) whether holding a stock of licences in a customer account on a shared cloud platform demonstrates that sufficient control has passed to the customer in order to recognise revenue. Management uses specific contractual terms in making this judgement over how much revenue to recognise.

### 3 Revenue

The revenue and profit before tax are attributable to the one principal activity of the Company, being sale of data erasure software.

In the current year, there is no (2021: none) revenue recognised from performance obligations satisfied in prior periods.

There are no impairment losses recognised on any receivables or contract assets arising from the company's contracts with customers.

### 4 Operating profit

Operating profit is stated after charging:

	2022 £'000	2021 £'000
Depreciation		
- Owned fixed assets	2	6
- Right of use assets	66	66
- Amortisation of intangible assets	-	3
Auditors' remuneration	-	-
	<hr/> 68	<hr/> 75
	<hr/>	<hr/>

Fees paid to the company's auditors, PricewaterhouseCoopers 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 ultimate parent, Blanco Technology Group Plc, are required to disclose non-audit fees on a consolidated basis. The audit fees of the Company are borne by another group entity without recharge in the current and comparative periods.

## Notes (continued)

**5 Interest payable and similar expenses**

	<b>2022</b>	<b>2021</b>
	<b>£'000</b>	<b>£'000</b>
Interest on lease liabilities	4	5
	<u>4</u>	<u>5</u>
	<u><u>4</u></u>	<u><u>5</u></u>

**6 Share based payment**

The expense recognised for share-based payments in respect of employee services received during the year to 30 June 2022 was £23,000 (2021: £98,000). This arose from grants of equity-settled share options awarded under the Blanco Performance Share Plan and the Sharesave scheme, details of which are contained in the consolidated financial statements of the ultimate parent company.

**7 Staff numbers and costs**

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

	<b>Number of employees</b>	
	<b>2022</b>	<b>2021</b>
Sales and administration	25	24
	<u>25</u>	<u>24</u>
	<u><u>25</u></u>	<u><u>24</u></u>

The aggregate payroll costs of the above:

	<b>2022</b>	<b>2021</b>
	<b>£'000</b>	<b>£'000</b>
Wages and salaries	2,209	1,953
Social security costs	268	531
Other pension costs	184	66
Share-based payments	23	98
	<u>2,684</u>	<u>2,648</u>
	<u><u>2,684</u></u>	<u><u>2,648</u></u>

## Notes (continued)

### 8 Directors' remuneration

The emoluments of A P Moloney are disclosed in the financial statements of Blanco Technology Group Plc. A P Moloney did not receive any remuneration during the current or comparative periods for his service to the Company which is incremental to his role as a director for the Group.

The remuneration of the director employed by the company is as follows:

	2022 £'000	2021 £'000
Aggregate emoluments	399	425
	<u>399</u>	<u>425</u>

### 9 Tax on profit

#### Analysis of charge in the year

	2022 £'000	2021 £'000
UK Corporation tax	-	-
Current tax	-	-
Total tax charge	<u>-</u>	<u>-</u>

#### Factors affecting the tax charge for the year

The tax charge for the year is lower (2021: lower) than the standard rate of corporation tax in the UK of 19% (2021: 19%). The differences are explained below:

	2022 £'000	2021 £'000
Profit before taxation	284	448
Tax at standard UK corporation rate of 19% (2021: 19%)	54	85
Effects of:		
Group relief provided without charge (by)/to another group company	(54)	5
Permanent differences	-	(90)
Total tax charge	<u>-</u>	<u>-</u>

## Notes (continued)

### Factors that may affect future tax charges

Changes to the UK corporation tax rates were substantively enacted as part of Finance Bill 2021 (on 24 May 2021). Deferred taxes at the balance sheet date have been measured using the enacted tax rates and reflected in these financial statements.

### 10 Intangible assets

	Goodwill	Software Licences	Other intangible asset	Total
	£'000	£'000	£'000	£'000
<b>Cost</b>				
At 30 June 2021	574	11	24	609
Additions	-	-	-	-
	<hr/>	<hr/>	<hr/>	<hr/>
At 30 June 2022	574	11	24	609
	<hr/>	<hr/>	<hr/>	<hr/>
<b>Accumulated amortisation</b>				
At 30 June 2021	214	11	24	249
Charge for the year	-	-	-	-
	<hr/>	<hr/>	<hr/>	<hr/>
At 30 June 2022	214	11	24	249
	<hr/>	<hr/>	<hr/>	<hr/>
<b>Net book value</b>				
At 30 June 2022	360	-	-	360
At 30 June 2021	360	-	-	360
	<hr/>	<hr/>	<hr/>	<hr/>

**Notes** *(continued)*

**11 Tangible assets**

	Office Equipment	IT Equipment	Right-of-use Assets	Total
	£'000	£'000	£'000	£'000
<i>Cost</i>				
At 30 June 2021	2	38	329	369
Additions	-	-	-	-
	<hr/>	<hr/>	<hr/>	<hr/>
At 30 June 2022	2	38	329	369
	<hr/>	<hr/>	<hr/>	<hr/>
<i>Accumulated depreciation</i>				
At 30 June 2021	2	35	165	202
Charge for the year	-	2	66	68
	<hr/>	<hr/>	<hr/>	<hr/>
At 30 June 2022	2	37	231	270
	<hr/>	<hr/>	<hr/>	<hr/>
<i>Net book value</i>				
At 30 June 2022	-	1	98	99
At 30 June 2021	-	3	164	167
	<hr/>	<hr/>	<hr/>	<hr/>

**Notes** (continued)

**12 Leases**

The balance sheet shows the following amounts relating to leases:

	2022 £'000	2021 £'000
<b>Right-of-use assets</b>		
Buildings	98	164

	2022 £'000	2021 £'000
<b>Lease liabilities</b>		
Current	70	67
Non-current	33	103
	<b>103</b>	<b>170</b>

Additions to right-of-use assets during the year were £nil (2021: £nil).

	2022 £'000	2021 £'000
<b>Depreciation charge on right-of-use assets</b>		
Buildings	66	66

Interest charge on lease liabilities	4	5
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**13 Stock**

	2022 £'000	2021 £'000
Finished goods	7	-
	<b>7</b>	<b>-</b>

**Notes (continued)**

**14 Debtors**

	2022 £'000	2021 £'000
Trade debtors	1,277	964
Less: Loss allowance for doubtful debtors	(4)	(36)
	<hr/>	<hr/>
Debtors net of provision	1,273	928
Amounts owed by group undertakings	549	691
Prepayments	68	43
Contract assets	34	-
Other debtors	21	14
	<hr/>	<hr/>
	1,945	1,676
	<hr/>	<hr/>

Amounts owed by group undertakings are interest free, repayable on demand and are related to fees recharged. As such, there is no expected credit loss and therefore no loss allowance recognised.

**15 Creditors: Amounts falling due within one year**

	2022 £'000	2021 £'000
Trade creditors	163	100
Amounts owed to group undertakings	980	863
Other taxation and social security	192	241
Accruals	533	285
Lease liabilities	70	67
Contract liabilities	48	41
	<hr/>	<hr/>
	1,986	1,597
	<hr/>	<hr/>

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

## Notes (continued)

### 16 Creditors: Amounts falling due after more than one year

	2022 £'000	2021 £'000
Lease liabilities	33	103
	<u>33</u>	<u>103</u>

### 17 Called up Share Capital

	2022 £'000	2021 £'000
<i>Allotted, called up and fully paid:</i>		
2 (2021: 2) Ordinary shares of £1	-	-
	<u>-</u>	<u>-</u>

### 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 2022, the liability covered by this guarantee amounted to £2,000,000 (2021: £nil).

### 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.

### 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 and Wales and is the smallest and 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:

Suite 1,  
Chapel House,  
Start Hill,  
Bishop's Stortford,  
Hertfordshire,  
CM22 7WE