

Company registration number 07061171 (England and Wales)

TOM HARTLEY CARS LIMITED
ANNUAL REPORT AND FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 OCTOBER 2021



TOM HARTLEY CARS LIMITED

COMPANY INFORMATION

Directors	Mr T Hartley Mr C Hartley
Company number	07061171
Registered office	159 Moira Road Overseal Swadlincote Derbyshire DE12 6JD
Auditor	Jerroms Business Solutions Limited Lumaneri House Blythe Gate Blythe Valley Park Solihull West Midlands B90 8AH
Business address	159 Moira Road Overseal Swadlincote Derbyshire DE12 6JD

TOM HARTLEY CARS LIMITED

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TOM HARTLEY CARS LIMITED

STRATEGIC REPORT

FOR THE YEAR ENDED 31 OCTOBER 2021

The directors present the strategic report for the year ended 31 October 2021.

Fair review of the business

The principal activity of Tom Hartley Cars Limited is the acquisition and sale of high value motor vehicles. The directors are happy with the performance of the business throughout the period.

Principal risks and uncertainties

The company's turnover consists of the sale of high class vehicles and therefore the principal risks and uncertainties facing the company are connected with the downturn in the economy. These risks are very much mitigated by the company being in a unique position of having no debt but substantial funds in the bank and a low overhead base. This allows the company to operate for substantial period with reduced income if ever required.

Development and performance

Turnover increased compared to the previous period and overall profitability has improved. The company has not so far been affected by any downturn in the economy and were not negatively impacted throughout the Covid-19 period.

Key performance indicators

The key performance indicators are:

Turnover £37,092,776 (2020: £24,493,744)

Gross Profit Margin 7.60% (2020: 9.12%)

Earnings Before Interest, Taxation, Depreciation and Amortisation £2,187,424 (2020: £1,651,336)

On behalf of the board



Mr T Hartley
Director

21 July 2022

TOM HARTLEY CARS LIMITED

DIRECTORS' REPORT

FOR THE YEAR ENDED 31 OCTOBER 2021

The directors present their annual report and financial statements for the year ended 31 October 2021.

Principal activities

The principal activity of the company is that of car dealers.

Results and dividends

The results for the year are set out on page 7.

No ordinary dividends were paid. The directors do not recommend payment of a final dividend.

Directors

The directors who held office during the year and up to the date of signature of the financial statements were as follows:

Mr T Hartley
Mr C Hartley

Auditor

The auditor, Jerroms Business Solutions Limited, is deemed to be reappointed under section 487(2) of the Companies Act 2006.

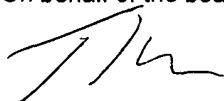
Strategic report

The company has chosen in accordance with Companies Act 2006, s. 414C(11) to set out in the company's strategic report information required by Large and Medium-sized Companies and Groups (Accounts and Reports) Regulations 2008, Sch. 7 to be contained in the directors' report.

Statement of disclosure to auditor

So far as each person who was a director at the date of approving this report is aware, there is no relevant audit information of which the company's auditor is unaware. Additionally, the directors individually have taken all the necessary steps that they ought to have taken as directors in order to make themselves aware of all relevant audit information and to establish that the company's auditor is aware of that information.

On behalf of the board



Mr T Hartley
Director

21 July 2022

TOM HARTLEY CARS LIMITED

DIRECTORS' RESPONSIBILITIES STATEMENT

FOR THE YEAR ENDED 31 OCTOBER 2021

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 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.

TOM HARTLEY CARS LIMITED

INDEPENDENT AUDITOR'S REPORT

TO THE MEMBERS OF TOM HARTLEY CARS LIMITED

Opinion

We have audited the financial statements of Tom Hartley Cars Limited (the 'company') for the year ended 31 October 2021 which comprise the profit and loss account, the statement of comprehensive income, the balance sheet, the statement of changes in equity, the statement of cash flows and notes to the financial statements, including significant accounting policies. The financial reporting framework that has been applied in their preparation is applicable law and United Kingdom Accounting Standards, including Financial Reporting Standard 102 *The Financial Reporting Standard applicable in the UK and Republic of Ireland* (United Kingdom Generally Accepted Accounting Practice).

In our opinion the financial statements:

- give a true and fair view of the state of the company's affairs as at 31 October 2021 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.

Basis for opinion

We conducted our audit in accordance with International Standards on Auditing (UK) (ISAs (UK)) and applicable law. Our responsibilities under those standards are further described in the *Auditor's responsibilities for the audit of the financial statements* section of our report. We are independent of the company in accordance with the ethical requirements that are relevant to our audit of the financial statements in the UK, including the FRC's Ethical Standard, and we have fulfilled our other ethical responsibilities in accordance with these requirements. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

Conclusions relating to going concern

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.

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.

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

Other information

The other information comprises the information included in the annual report other than the financial statements and our auditor's report thereon. The directors are responsible for the other information contained within the annual report. Our opinion on the financial statements does not cover the other information and, except to the extent otherwise explicitly stated in our report, we do not express any form of assurance conclusion thereon. 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 course of the audit, or otherwise appears to be materially misstated. If we identify such material inconsistencies or apparent material misstatements, we are required to determine whether this gives rise to a material misstatement in the financial statements themselves. If, based on the work we have performed, we conclude that there is a material misstatement of this other information, we are required to report that fact.

We have nothing to report in this regard.

TOM HARTLEY CARS LIMITED

INDEPENDENT AUDITOR'S REPORT (CONTINUED)

TO THE MEMBERS OF TOM HARTLEY CARS LIMITED

Opinions on other matters prescribed by the Companies Act 2006

In our opinion, based on the work undertaken in the course of our audit:

- the information given in the strategic report and the directors' report for the financial year for which the financial statements are prepared is consistent with the financial statements; and
- the strategic report and the directors' report have been prepared in accordance with applicable legal requirements.

Matters on which we are required to report by exception

In the light of the knowledge and understanding of the company and its environment obtained in the course of the audit, we have not identified material misstatements in the strategic report or the directors' report. We have nothing to report in respect of the following matters in relation to which the Companies Act 2006 requires us to report to you if, in our opinion:

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

Responsibilities of directors

As explained more fully in the directors' responsibilities statement, the directors are responsible for the preparation of the financial statements and for being satisfied that they give a true and fair view, and for such internal control as the directors determine is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error. In preparing the financial statements, the directors are responsible for assessing the company's ability to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless the directors either intend to liquidate the company or to cease operations, or have no realistic alternative but to do so.

Auditor's responsibilities for the audit of the financial statements

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance but is not a guarantee that an audit conducted in accordance with ISAs (UK) will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these financial statements.

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.

- Identifying and testing journal entries and the overall accounting records, in particular those that were significant and unusual.
- Reviewing the financial statement disclosures and determining whether accounting policies have been appropriately applied.
- Documenting and verifying all significant related parties and transactions.
- Test cars sold each side of the year end to ensure sales are recorded in the correct period.
- Review cars purchased around the year end to ensure these are recorded in the stock valuation.

TOM HARTLEY CARS LIMITED

INDEPENDENT AUDITOR'S REPORT (CONTINUED)

TO THE MEMBERS OF TOM HARTLEY CARS LIMITED

Because of the inherent limitations of an audit, there is a risk that we will not detect all irregularities, including those leading to a material misstatement in the financial statements or non-compliance with regulation. This risk increases the more that compliance with a law or regulation from the events and transactions reflected in the financial statements, as we will be less likely to be aware of instances of non-compliance. The risk is also greater regarding irregularities occurring due to fraud rather than error, as fraud involves intentional concealment, forgery, collusion, omission or misrepresentation.

A further description of our responsibilities is available on the Financial Reporting Council's website at: <https://www.frc.org.uk/auditorsresponsibilities>. This description forms part of our auditor's report.

Use of our report

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.



Mr Steven McLoughlin FCCA (Senior Statutory Auditor)
For and on behalf of Jerroms Business Solutions Limited

Date: 28 July 2022

Chartered Certified Accountants
Statutory Auditor

Lumaneri House
Blythe Gate
Blythe Valley Park
Solihull
West Midlands
B90 8AH

TOM HARTLEY CARS LIMITED

PROFIT AND LOSS ACCOUNT

FOR THE YEAR ENDED 31 OCTOBER 2021

	Notes	2021 £	2020 £
Turnover	2	37,092,776	24,493,744
Cost of sales		(34,272,197)	(22,259,931)
Gross profit		2,820,579	2,233,813
Administrative expenses		(1,185,307)	(1,196,820)
Other operating income		8,002	65,043
Operating profit	3	1,643,274	1,102,036
Interest receivable and similar income	7	972	7,493
Interest payable and similar expenses	8	(2,052)	(189)
Profit before taxation		1,642,194	1,109,340
Tax on profit	9	(414,871)	(312,427)
Profit for the financial year		1,227,323	796,913

The profit and loss account has been prepared on the basis that all operations are continuing operations.

TOM HARTLEY CARS LIMITED

STATEMENT OF COMPREHENSIVE INCOME **FOR THE YEAR ENDED 31 OCTOBER 2021**

	2021	2020
	£	£
Profit for the year	1,227,323	796,913
Other comprehensive income	-	-
Total comprehensive income for the year	<u>1,227,323</u>	<u>796,913</u>


TOM HARTLEY CARS LIMITED

BALANCE SHEET

AS AT 31 OCTOBER 2021

	Notes	2021 £	£	2020 £	£
Fixed assets					
Goodwill	10		354,167		854,167
Other intangible assets	10		2,728		2,728
Total intangible assets			356,895		856,895
Tangible assets	11		1,426,262		1,469,180
			1,783,157		2,326,075
Current assets					
Stocks	12	3,910,450		3,736,500	
Debtors	13	503,709		718,478	
Cash at bank and in hand		8,210,315		5,610,076	
			12,624,474		10,065,054
Creditors: amounts falling due within one year	14	(3,518,214)		(2,727,531)	
Net current assets			9,106,260		7,337,523
Total assets less current liabilities			10,889,417		9,663,598
Provisions for liabilities					
Deferred tax liability	15	-		1,504	
			-		(1,504)
Net assets			10,889,417		9,662,094
Capital and reserves					
Called up share capital	17		2		2
Capital redemption reserve			1		1
Profit and loss reserves			10,889,414		9,662,091
Total equity			10,889,417		9,662,094

The financial statements were approved by the board of directors and authorised for issue on 21 July 2022 and are signed on its behalf by:



Mr T Hartley
Director

Company Registration No. 07061171

TOM HARTLEY CARS LIMITED

STATEMENT OF CHANGES IN EQUITY

FOR THE YEAR ENDED 31 OCTOBER 2021

	Share capital £	Capital redemption reserve £	Profit and loss reserves £	Total £
Balance at 1 November 2019	2	1	8,865,178	8,865,181
Year ended 31 October 2020:				
Profit and total comprehensive income for the year	-	-	796,913	796,913
Balance at 31 October 2020	2	1	9,662,091	9,662,094
Year ended 31 October 2021:				
Profit and total comprehensive income for the year	-	-	1,227,323	1,227,323
Balance at 31 October 2021	2	1	10,889,414	10,889,417

TOM HARTLEY CARS LIMITED

STATEMENT OF CASH FLOWS

FOR THE YEAR ENDED 31 OCTOBER 2021

	Notes	2021 £	£	2020 £	£
Cash flows from operating activities					
Cash generated from operations	20	2,597,761		2,482,451	
Interest paid		(2,052)		(189)	
Income taxes refunded/(paid)		2,052		(115,228)	
Net cash inflow from operating activities		2,597,761		2,367,034	
Investing activities					
Purchase of tangible fixed assets		(4,004)		(8,088)	
Proceeds on disposal of tangible fixed assets		5,510		-	
Interest received		972		7,493	
Net cash generated from/(used in) investing activities			2,478		(595)
Net increase in cash and cash equivalents		2,600,239		2,366,439	
Cash and cash equivalents at beginning of year		5,610,076		3,243,637	
Cash and cash equivalents at end of year		8,210,315		5,610,076	

TOM HARTLEY CARS LIMITED

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 OCTOBER 2021

1 Accounting policies

Company information

Tom Hartley Cars Limited is a private company limited by shares incorporated in England and Wales. The registered office is 159 Moira Road, Overseal, Swadlincote, Derbyshire, DE12 6JD.

1.1 Accounting convention

These financial statements have been prepared in accordance with FRS 102 "The Financial Reporting Standard applicable in the UK and Republic of Ireland" ("FRS 102") and the requirements of the Companies Act 2006.

The financial statements are prepared in sterling, which is the functional currency of the company. Monetary amounts in these financial statements are rounded to the nearest £.

The financial statements have been prepared under the historical cost convention. The principal accounting policies adopted are set out below.

1.2 Going concern

At the time of approving the financial statements, the directors have a reasonable expectation that the company has adequate resources to continue in operational existence for the foreseeable future. Thus the directors continue to adopt the going concern basis of accounting in preparing the financial statements.

1.3 Turnover

Turnover is recognised at the fair value of the consideration received or receivable for goods provided in the normal course of business, and is shown net of VAT and other sales related taxes. The fair value of consideration takes into account trade discounts, settlement discounts and volume rebates.

Revenue from the sale of goods is recognised when the significant risks and rewards of ownership of the goods have passed to the buyer (usually on dispatch of the goods), the amount of revenue can be measured reliably, it is probable that the economic benefits associated with the transaction will flow to the entity and the costs incurred or to be incurred in respect of the transaction can be measured reliably.

1.4 Intangible fixed assets - goodwill

Goodwill represents the excess of the cost of acquisition of unincorporated businesses over the fair value of net assets acquired. It is initially recognised as an asset at cost and is subsequently measured at cost less accumulated amortisation and accumulated impairment losses. Goodwill is considered to have a finite useful life and is amortised on a systematic basis over its expected life, which is 10 years.

For the purposes of impairment testing, goodwill is allocated to the cash-generating units expected to benefit from the acquisition. Cash-generating units to which goodwill has been allocated are tested for impairment at least annually, or more frequently when there is an indication that the unit may be impaired. If the recoverable amount of the cash-generating unit is less than the carrying amount of the unit, the impairment loss is allocated first to reduce the carrying amount of any goodwill allocated to the unit and then to the other assets of the unit pro-rata on the basis of the carrying amount of each asset in the unit.

TOM HARTLEY CARS LIMITED

NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

FOR THE YEAR ENDED 31 OCTOBER 2021

1 Accounting policies

(Continued)

1.5 Intangible fixed assets other than goodwill

Intangible assets acquired separately from a business are recognised at cost and are subsequently measured at cost less accumulated amortisation and accumulated impairment losses.

Intangible assets acquired on business combinations are recognised separately from goodwill at the acquisition date where it is probable that the expected future economic benefits that are attributable to the asset will flow to the entity and the fair value of the asset can be measured reliably; the intangible asset arises from contractual or other legal rights; and the intangible asset is separable from the entity.

Amortisation is recognised so as to write off the cost or valuation of assets less their residual values over their useful lives on the following bases:

Patents	No amortisation
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1.6 Tangible fixed assets

Tangible fixed assets are initially measured at cost and subsequently measured at cost or valuation, net of depreciation and any impairment losses.

Depreciation is recognised so as to write off the cost or valuation of assets less their residual values over their useful lives on the following bases:

Buildings leasehold	2% straight line
Fixtures, fittings & equipment	15% reducing balance
Motor vehicles	25% reducing balance

The gain or loss arising on the disposal of an asset is determined as the difference between the sale proceeds and the carrying value of the asset, and is credited or charged to profit or loss.

Land on which the showroom is built belongs to Mr T Harley, a director of the company. An informal agreement has entered into that Tom Hartley Cars Ltd can use the premises for the next 50 years.

TOM HARTLEY CARS LIMITED

NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

FOR THE YEAR ENDED 31 OCTOBER 2021

1 Accounting policies

(Continued)

1.7 Impairment of fixed assets

At each reporting period end date, the company reviews the carrying amounts of its tangible and intangible assets to determine whether there is any indication that those assets have suffered an impairment loss. If any such indication exists, the recoverable amount of the asset is estimated in order to determine the extent of the impairment loss (if any). Where it is not possible to estimate the recoverable amount of an individual asset, the company estimates the recoverable amount of the cash-generating unit to which the asset belongs.

Recoverable amount is the higher of fair value less costs to sell and value in use. In assessing value in use, the estimated future cash flows are discounted to their present value using a pre-tax discount rate that reflects current market assessments of the time value of money and the risks specific to the asset for which the estimates of future cash flows have not been adjusted.

If the recoverable amount of an asset (or cash-generating unit) is estimated to be less than its carrying amount, the carrying amount of the asset (or cash-generating unit) is reduced to its recoverable amount. An impairment loss is recognised immediately in profit or loss, unless the relevant asset is carried at a revalued amount, in which case the impairment loss is treated as a revaluation decrease.

Recognised impairment losses are reversed if, and only if, the reasons for the impairment loss have ceased to apply. Where an impairment loss subsequently reverses, the carrying amount of the asset (or cash-generating unit) is increased to the revised estimate of its recoverable amount, but so that the increased carrying amount does not exceed the carrying amount that would have been determined had no impairment loss been recognised for the asset (or cash-generating unit) in prior years. A reversal of an impairment loss is recognised immediately in profit or loss, unless the relevant asset is carried at a revalued amount, in which case the reversal of the impairment loss is treated as a revaluation increase.

1.8 Stocks

Stocks are stated at the lower of cost and estimated selling price. Cost is determined on the basis of the direct cost paid to acquire stock.

At each reporting date, an assessment is made for impairment. Any excess of the carrying amount of stocks over its estimated selling price less costs to complete and sell is recognised as an impairment loss in profit or loss. Reversals of impairment losses are also recognised in profit or loss.

1.9 Cash and cash equivalents

Cash and cash equivalents are basic financial assets and include cash in hand, deposits held at call with banks, other short-term liquid investments with original maturities of three months or less, and bank overdrafts. Bank overdrafts are shown within borrowings in current liabilities.

1.10 Financial instruments

The company has elected to apply the provisions of Section 11 'Basic Financial Instruments' and Section 12 'Other Financial Instruments Issues' of FRS 102 to all of its financial instruments.

Financial instruments are recognised in the company's balance sheet when the company becomes party to the contractual provisions of the instrument.

Financial assets and liabilities are offset, with the net amounts presented in the financial statements, when there is a legally enforceable right to set off the recognised amounts and there is an intention to settle on a net basis or to realise the asset and settle the liability simultaneously.

TOM HARTLEY CARS LIMITED

NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

FOR THE YEAR ENDED 31 OCTOBER 2021

1 Accounting policies

(Continued)

Basic financial assets

Basic financial assets, which include debtors and cash and bank balances, are initially measured at transaction price including transaction costs and are subsequently carried at amortised cost using the effective interest method unless the arrangement constitutes a financing transaction, where the transaction is measured at the present value of the future receipts discounted at a market rate of interest. Financial assets classified as receivable within one year are not amortised.

Other financial assets

Other financial assets, including investments in equity instruments which are not subsidiaries, associates or joint ventures, are initially measured at fair value, which is normally the transaction price. Such assets are subsequently carried at fair value and the changes in fair value are recognised in profit or loss, except that investments in equity instruments that are not publicly traded and whose fair values cannot be measured reliably are measured at cost less impairment.

Impairment of financial assets

Financial assets, other than those held at fair value through profit and loss, are assessed for indicators of impairment at each reporting end date.

Financial assets are impaired where there is objective evidence that, as a result of one or more events that occurred after the initial recognition of the financial asset, the estimated future cash flows have been affected. If an asset is impaired, the impairment loss is the difference between the carrying amount and the present value of the estimated cash flows discounted at the asset's original effective interest rate. The impairment loss is recognised in profit or loss.

If there is a decrease in the impairment loss arising from an event occurring after the impairment was recognised, the impairment is reversed. The reversal is such that the current carrying amount does not exceed what the carrying amount would have been, had the impairment not previously been recognised. The impairment reversal is recognised in profit or loss.

Derecognition of financial assets

Financial assets are derecognised only when the contractual rights to the cash flows from the asset expire or are settled, or when the company transfers the financial asset and substantially all the risks and rewards of ownership to another entity, or if some significant risks and rewards of ownership are retained but control of the asset has transferred to another party that is able to sell the asset in its entirety to an unrelated third party.

Classification of financial liabilities

Financial liabilities and equity instruments are classified according to the substance of the contractual arrangements entered into. An equity instrument is any contract that evidences a residual interest in the assets of the company after deducting all of its liabilities.

TOM HARTLEY CARS LIMITED

NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

FOR THE YEAR ENDED 31 OCTOBER 2021

1 Accounting policies

(Continued)

Basic financial liabilities

Basic financial liabilities, including creditors, bank loans, loans from fellow group companies and preference shares that are classified as debt, are initially recognised at transaction price unless the arrangement constitutes a financing transaction, where the debt instrument is measured at the present value of the future payments discounted at a market rate of interest. Financial liabilities classified as payable within one year are not amortised.

Debt instruments are subsequently carried at amortised cost, using the effective interest rate method.

Trade creditors are obligations to pay for goods or services that have been acquired in the ordinary course of business from suppliers. Amounts payable are classified as current liabilities if payment is due within one year or less. If not, they are presented as non-current liabilities. Trade creditors are recognised initially at transaction price and subsequently measured at amortised cost using the effective interest method.

Other financial liabilities

Derivatives, including interest rate swaps and forward foreign exchange contracts, are not basic financial instruments. Derivatives are initially recognised at fair value on the date a derivative contract is entered into and are subsequently re-measured at their fair value. Changes in the fair value of derivatives are recognised in profit or loss in finance costs or finance income as appropriate, unless hedge accounting is applied and the hedge is a cash flow hedge.

Debt instruments that do not meet the conditions in FRS 102 paragraph 11.9 are subsequently measured at fair value through profit or loss. Debt instruments may be designated as being measured at fair value through profit or loss to eliminate or reduce an accounting mismatch or if the instruments are measured and their performance evaluated on a fair value basis in accordance with a documented risk management or investment strategy.

Derecognition of financial liabilities

Financial liabilities are derecognised when the company's contractual obligations expire or are discharged or cancelled.

1.11 Equity instruments

Equity instruments issued by the company are recorded at the proceeds received, net of transaction costs. Dividends payable on equity instruments are recognised as liabilities once they are no longer at the discretion of the company.

1.12 Taxation

The tax expense represents the sum of the tax currently payable and deferred tax.

Current tax

The tax currently payable is based on taxable profit for the year. Taxable profit differs from net profit as reported in the profit and loss account because it excludes items of income or expense that are taxable or deductible in other years and it further excludes items that are never taxable or deductible. The company's liability for current tax is calculated using tax rates that have been enacted or substantively enacted by the reporting end date.

TOM HARTLEY CARS LIMITED

NOTES TO THE FINANCIAL STATEMENTS (CONTINUED) FOR THE YEAR ENDED 31 OCTOBER 2021

1 Accounting policies

(Continued)

Deferred tax

Deferred tax liabilities are generally recognised for all timing differences and deferred tax assets are recognised to the extent that it is probable that they will be recovered against the reversal of deferred tax liabilities or other future taxable profits. Such assets and liabilities are not recognised if the timing difference arises from goodwill or from the initial recognition of other assets and liabilities in a transaction that affects neither the tax profit nor the accounting profit.

The carrying amount of deferred tax assets is reviewed at each reporting end date and reduced to the extent that it is no longer probable that sufficient taxable profits will be available to allow all or part of the asset to be recovered. Deferred tax is calculated at the tax rates that are expected to apply in the period when the liability is settled or the asset is realised. Deferred tax is charged or credited in the profit and loss account, except when it relates to items charged or credited directly to equity, in which case the deferred tax is also dealt with in equity. Deferred tax assets and liabilities are offset when the company has a legally enforceable right to offset current tax assets and liabilities and the deferred tax assets and liabilities relate to taxes levied by the same tax authority.

1.13 Employee benefits

The costs of short-term employee benefits are recognised as a liability and an expense, unless those costs are required to be recognised as part of the cost of stock or fixed assets.

The cost of any unused holiday entitlement is recognised in the period in which the employee's services are received.

Termination benefits are recognised immediately as an expense when the company is demonstrably committed to terminate the employment of an employee or to provide termination benefits.

1.14 Retirement benefits

Payments to defined contribution retirement benefit schemes are charged as an expense as they fall due.

1.15 Government grants

Government grants are recognised at the fair value of the asset received or receivable when there is reasonable assurance that the grant conditions will be met and the grants will be received.

A grant that specifies performance conditions is recognised in income when the performance conditions are met. Where a grant does not specify performance conditions it is recognised in income when the proceeds are received or receivable. A grant received before the recognition criteria are satisfied is recognised as a liability.

1.16 Foreign exchange

Transactions in currencies other than pounds sterling are recorded at the rates of exchange prevailing at the dates of the transactions. At each reporting end date, monetary assets and liabilities that are denominated in foreign currencies are retranslated at the rates prevailing on the reporting end date. Gains and losses arising on translation in the period are included in profit or loss.

TOM HARTLEY CARS LIMITED

NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

FOR THE YEAR ENDED 31 OCTOBER 2021

2 Turnover and other revenue

	2021 £	2020 £
Turnover analysed by class of business		
Sale of luxury and performance automobiles	37,092,776	24,493,744

	2021 £	2020 £
Turnover analysed by geographical market		
Sales within the UK	36,069,296	23,351,667
Sales to rest of the world	1,023,480	1,142,077
	37,092,776	24,493,744

	2021 £	2020 £
Other revenue		
Interest income	972	7,493
Grants received	8,002	65,043

3 Operating profit

	2021 £	2020 £
Operating profit for the year is stated after charging/(crediting):		
Exchange losses	2,956	858
Government grants	(8,002)	(65,043)
Depreciation of owned tangible fixed assets	44,151	49,300
Profit on disposal of tangible fixed assets	(2,739)	-
Amortisation of intangible assets	500,000	500,000

4 Auditor's remuneration

	2021 £	2020 £
Fees payable to the company's auditor and associates:		
For audit services		
Audit of the financial statements of the company	14,995	14,995

TOM HARTLEY CARS LIMITED

NOTES TO THE FINANCIAL STATEMENTS (CONTINUED) FOR THE YEAR ENDED 31 OCTOBER 2021

5 Employees

The average monthly number of persons (including directors) employed by the company during the year was:

	2021 Number	2020 Number
Administrative and sales staff	8	8
Directors	2	1
Total	<u>10</u>	<u>9</u>

Their aggregate remuneration comprised:

	2021 £	2020 £
Wages and salaries	215,611	186,226
Social security costs	22,162	18,290
Pension costs	2,703	2,087
	<u>240,476</u>	<u>206,603</u>

6 Directors' remuneration

	2021 £	2020 £
Remuneration for qualifying services	<u>8,788</u>	<u>-</u>

7 Interest receivable and similar income

	2021 £	2020 £
Interest income		
Interest on bank deposits	<u>972</u>	<u>7,493</u>

Investment income includes the following:

Interest on financial assets not measured at fair value through profit or loss	<u>972</u>	<u>7,493</u>
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8 Interest payable and similar expenses

	2021 £	2020 £
Other finance costs:		
Other interest	<u>2,052</u>	<u>189</u>

TOM HARTLEY CARS LIMITED

NOTES TO THE FINANCIAL STATEMENTS (CONTINUED) FOR THE YEAR ENDED 31 OCTOBER 2021

9 Taxation

	2021 £	2020 £
Current tax		
UK corporation tax on profits for the current period	416,375	314,013
Deferred tax		
Origination and reversal of timing differences	(1,504)	(1,586)
Total tax charge	414,871	312,427

The actual charge for the year can be reconciled to the expected charge for the year based on the profit or loss and the standard rate of tax as follows:

	2021 £	2020 £
Profit before taxation	1,642,194	1,109,340
Expected tax charge based on the standard rate of corporation tax in the UK of 19.00% (2020: 19.00%)	312,017	210,775
Tax effect of expenses that are not deductible in determining taxable profit	104,913	105,682
Permanent capital allowances in excess of depreciation	(555)	(2,462)
Deferred tax adjustments in respect of prior years	(1,504)	(1,568)
Taxation charge for the year	414,871	312,427

10 Intangible fixed assets

	Goodwill £	Patents £	Total £
Cost			
At 1 November 2020 and 31 October 2021	5,000,000	2,728	5,002,728
Amortisation and impairment			
At 1 November 2020	4,145,833	-	4,145,833
Amortisation charged for the year	500,000	-	500,000
At 31 October 2021	4,645,833	-	4,645,833
Carrying amount			
At 31 October 2021	354,167	2,728	356,895
At 31 October 2020	854,167	2,728	856,895

TOM HARTLEY CARS LIMITED

NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

FOR THE YEAR ENDED 31 OCTOBER 2021

11 Tangible fixed assets

	Buildings leasehold	Fixtures, fittings & equipment	Motor vehicles	Total
	£	£	£	£
Cost				
At 1 November 2020	1,428,787	55,468	121,099	1,605,354
Additions	-	4,004	-	4,004
Disposals	-	-	(22,536)	(22,536)
At 31 October 2021	1,428,787	59,472	98,563	1,586,822
Depreciation and impairment				
At 1 November 2020	28,557	41,181	66,436	136,174
Depreciation charged in the year	28,576	2,463	13,112	44,151
Eliminated in respect of disposals	-	-	(19,765)	(19,765)
At 31 October 2021	57,133	43,644	59,783	160,560
Carrying amount				
At 31 October 2021	1,371,654	15,828	38,780	1,426,262
At 31 October 2020	1,400,230	14,287	54,663	1,469,180

12 Stocks

	2021 £	2020 £
Finished goods and goods for resale	3,910,450	3,736,500

13 Debtors

	2021 £	2020 £
Amounts falling due within one year:		
Trade debtors	454,250	657,071
Other debtors	12,401	31,447
Prepayments and accrued income	37,058	29,960
	503,709	718,478

TOM HARTLEY CARS LIMITED

NOTES TO THE FINANCIAL STATEMENTS (CONTINUED) FOR THE YEAR ENDED 31 OCTOBER 2021

14 Creditors: amounts falling due within one year

	2021 £	2020 £
Trade creditors	617,384	552,634
Corporation tax	732,440	314,013
Other taxation and social security	81,562	9,001
Other creditors	2,037,699	1,809,173
Accruals and deferred income	49,129	42,710
	<u>3,518,214</u>	<u>2,727,531</u>

On 30 June 2014, Mr C Hartley entered a charge over various assets of the business.

On 30 June 2014, Mr T Hartley entered a charge over various assets of the business.

15 Deferred taxation

The following are the major deferred tax liabilities and assets recognised by the company and movements thereon:

	Liabilities 2021 £	Liabilities 2020 £
Balances:		
Accelerated capital allowances	-	1,504
	<u>-</u>	<u>1,504</u>
Movements in the year:		2021 £
Liability at 1 November 2020		1,504
Credit to profit or loss		(1,504)
Liability at 31 October 2021		<u>-</u>

16 Retirement benefit schemes

	2021 £	2020 £
Defined contribution schemes		
Charge to profit or loss in respect of defined contribution schemes	2,703	2,087
	<u>2,703</u>	<u>2,087</u>

The company operates a defined contribution pension scheme for all qualifying employees. The assets of the scheme are held separately from those of the company in an independently administered fund.

TOM HARTLEY CARS LIMITED

NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

FOR THE YEAR ENDED 31 OCTOBER 2021

17 Share capital

	2021 Number	2020 Number	2021 £	2020 £
Ordinary share capital Issued and fully paid				
Ordinary shares of £1 each	2	2	2	2

18 Related party transactions

Transactions with related parties

During the year the company entered into the following transactions with related parties:

Description of transaction		Income		Payments	
		2021 £	2020 £	2021 £	2020 £
Other related parties	Purchases from	-	-	-	88,500

Balances with related parties

The following amounts were outstanding at the reporting end date:

	Amounts owed by related parties		Amounts owed to related parties	
	2021 £	2020 £	2021 £	2020 £
Other related parties	12,402	15,494	-	-
Other related parties	-	-	1,281,394	972,932

19 Directors' transactions

Amounts owed to directors include £554,184 (2020: £616,590) owed to Mr T Hartley and £138,954 (2020: £177,249) owed to Mr C Hartley.

Land on which the showroom is built belongs to Mr T Harley, a director of the company. An informal agreement has entered into that Tom Hartley Cars Ltd can use the premises for the next 50 years.

TOM HARTLEY CARS LIMITED

NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

FOR THE YEAR ENDED 31 OCTOBER 2021

20 Cash generated from operations

	2021 £	2020 £
Profit for the year after tax	1,227,323	796,913
Adjustments for:		
Taxation charged	414,871	312,427
Finance costs	2,052	189
Investment income	(972)	(7,493)
Gain on disposal of tangible fixed assets	(2,739)	-
Amortisation and impairment of intangible assets	500,000	500,000
Depreciation and impairment of tangible fixed assets	44,151	49,300
Movements in working capital:		
(Increase)/decrease in stocks	(173,950)	1,654,945
Decrease/(increase) in debtors	214,769	(440,575)
Increase/(decrease) in creditors	372,256	(383,255)
Cash generated from operations	2,597,761	2,482,451

21 Analysis of changes in net funds

	1 November 2020 £	Cash flows £	31 October 2021 £
Cash at bank and in hand	5,610,076	2,600,239	8,210,315

22 Auditor's liability limitation agreement

The company has, by resolution, waived the need for approval of the auditors' limitation liability, which has been set at £2,000,000 within the letter of engagement dated 13 July 2021. This approval has been confirmed in the letter of representation dated 21 July 2022.