Utiligroup Acquisitions Limited

Annual Report and Financial Statements

Registered number 09008074

Year ended 31 March 2017



A14 04/08/2017
COMPANIES HOUSE

#251

Directors

J Pickering (resigned 13 April 2017)
I Kelly (resigned 13 April 2017)
M C Hirst
S Gosling
A Green
M Evans (resigned 13 April 2017)
J Furness (resigned 13 April 2017)

P Galati (appointed 13 April 2017)

Secretary

S Gosling (resigned 13 April 2017)
Brodies Secreterial Services Limited (appointed 13 April 2017)

Auditors

KPMG 1 St Peter's Square Manchester M2 3AE

Registered Office

Utilihouse
East Terrace
Euxton Lane
Chorley
Lancashire PR7 6TE

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Strategic report

The directors present their strategic report for the year ended 31 March 2017.

Principal activity and review of the business

The company was formed on the 23 April 2014 with the principal objective to act as the acquisition and financing vehicle to acquire the Utiligroup group of companies from Bglobal plc. The acquisition completed on the 20 June 2014, with the company acting as the principal financing vehicle for the group, before the sale post year end (see directors report.) It had no trading or employees, only financing transactions.

Key performance indicators (KPIs)

The company was incorporated to hold the investments of Utiligroup Limited and the financing raised to make the investments.

The KPI's of the Company are to;

- · sustain the carrying value of each investment, and
- monitor and control the interest payable on any finance raised.

The KPI's used to sustain the carry value of each investment have been included in the consolidated financial statements of, the company's ultimate parent, Utiligroup Limited.

Principal risks and uncertainties

Risk management has been an important element of the management process throughout the Utiligroup, of which Utiligroup Acquisitions Limited is a part, and is considered on a group basis. Internal controls have been developed to address the main business risks which are considered to be:

Strategic:

The group operates in a new market and strives to ensure that it deliveres effective solutions to its existing and potential clients. It investes in new products and services and is a leader in its field.

Operational:

The group's most important assets are its employees, clients and Intellectual Property Rights (IPR):

- Employees are recruited carefully to address the needs of the business. Appropriate training is provided to support the development of employees.
- Customer account managers are employed to address the needs of the groups client base, and they
 provide the feedback into the rest of the group which helps shape the development strategy of new
 products and services.
- The group also recognises the importance of its IT infrastructure and back office systems to deliver its services. The group has the appropriate controls in place to secure its data and maximise the operational efficiency of its systems. The group also has controls in place to safeguard the IPR that it owns. The group also has established procedures to maintain its appropriate accreditations and holds ISO 27001 & 9001 status.

Controls exist to ensure information is made available to enable management to monitor the performance of the company.

Liquidity risk

The company managed all the cash on behalf of the group and had a banking relationship with Lloyds Bank where its loan, operational and surplus funds were held.

Interest was payable on the loan at a rate of 3.5% above LIBOR. The company regularly monitored the LIBOR rate to assess the Company's exposure to interest rate risk. If management deemed it necessary, interest rate hedges were be made to fix the financial exposure.

Strategic report (continued)

Principal risks and uncertainties (continued)

Credit risk

Steve Gosling Director

Credit risk is the risk that one party to a financial instrument will cause a financial loss for that other party by failing to discharge an obligation. Group policies are aimed at minimising such losses.

The Company's principal financial assets are bank balances and cash. The credit risk on these assets is limited because the counterparties are banks with high credit ratings assigned by international credit rating agencies.

The directors were satisfied that the appropriate processes were in place to monitor the risks faced by the group.

Approved by the Board on 1 August 2017 and signed on its behalf by:

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Registered No. 09008074

Directors' report

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

Results and dividends

The profit for the year after taxation amounted to £3,158,191 (2016: loss of £1,465,415). The directors do not recommend a final dividend (2016: £nil).

The Company's KPI's and principal risks and uncertainties are discussed in detail in the Strategic report.

Events since the balance sheet date

On 14th April 2017 the ultimate parent company was acquired by Lytham Bid Co Ltd and all bank debt and loan note debt was repaid in full.

Directors

The directors who served the company during the year were as follows:

S Gosling

M C Hirst

A Green

J Pickering (resigned 13 April 2017)

I Kelly (resigned 13. April 2017)

M Evans (resigned 13 April 2017)

J Furness (resigned 13 April 2017)

P Gelati (appointed 13 April 2017)

Disclosure of information to the auditors

The directors who held office at the date of approval of this directors' report confirm that, so far as they are each aware, there is no relevant audit information of which the company's auditor is unaware; and each director has taken all the steps that he ought to have taken 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.

Auditors

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.

By order of the Board

Steve Gosling

Director

1 August 2017

Statement of directors' responsibilities

The directors are responsible for preparing the Strategic Report, the Directors' 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 they have elected to prepare the financial statements in accordance with UK Accounting Standards and applicable law (UK Generally Accepted Accounting Practice), including FRS 102 The Financial Reporting Standard applicable in the UK and Republic of Ireland.

Under company law the directors must not approve the financial statements unless they are satisfied that they give a true and fair view of the state of affairs of the company and of the profit or loss of the company for that period. In preparing these financial statements, the directors are required to:

- select suitable accounting policies and then apply them consistently;
- make judgements and estimates that are reasonable and prudent;
- state whether applicable UK Accounting Standards have been followed, subject to any material departures disclosed and explained in the financial statements; 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. They have 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

1 St Peter's Square

Manchester

M2 3AE

United Kingdom

INDEPENDENT AUDITOR'S REPORT TO THE MEMBERS OF UTILIGROUP ACQUISITIONS LIMITED

We have audited the financial statements of Utiligroup Acquisitions Limited for the year ended 31 March 2017 set out on pages 7 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 102 The Financial Reporting Standard applicable in the UK and Republic of Ireland.

This report is made solely to the company's members, as a body, in accordance with Chapter 3 of Part 16 of the Companies Act 2006. Our audit work has been undertaken so that we might state to the company's members those matters we are required to state to them in 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 4, 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 31 March 2017 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 year is consistent with the financial statements.

Based solely on the work required to be undertaken in the course of the audit of the financial statements and from reading the Strategic report and the Directors' report:

- we have not identified material misstatements in those reports; and
- in our opinion, those reports have been prepared in accordance with the Companies Act 2006.

INDEPENDENT AUDITOR'S REPORT TO THE MEMBERS OF UTILIGROUP ACQUISITIONS 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 directors' remuneration specified by law are not made; or
- we have not received all the information and explanations we require for our audit.

Liam Finnigan (Senior statutory auditor)

for and on behalf of KPMG LLP, Statutory Auditor

Chartered Accountants

1 St Peter's Square

Manchester

M2 3AE

1 August 2017

Profit and loss account and other comprehensive income

for the year ended 31 March 2017

		2017	2016
	Notes	£	£
Turnover	2	·	_
Cost of sales		-	-
Gross profit		-	-
Administrative expenses		(60,000)	(10,000)
Other operating income		-	
Operating loss	3	(60,000)	(10,000)
Dividend received		4,500,000	-
Interest receivable and similar income		1,411	3,373
Interest payable and similar expenses	5	(1,253,362)	(1,394,158)
Profit before taxation		3,188,049	(1,400,785)
Tax	6	(29,858)	(64,630)
Profit/(loss) for the financial year		3,158,191	(1,465,415)
Other comprehensive income		·	-
Total comprehensive income for the financial year		3,158,191	(1,465,415)

All amounts relate to continuing activities.

Balance sheet

at 31 March 2017

	Notes	. 2017 £	2016 £
Fixed assets			,
Investments	7	16,664,779	16,664,779
		16,664,779	16,664,779
Current assets		•	
Debtors	8		29,858
Cash at bank and in hand	•	414	500,803
		414	530,661
Creditors: amounts falling due within one year	. 9	(1,092,297)	(5,715,174)
Net current liabilities		(1,091,883)	(5,184,513)
Total assets less current liabilities		15,572,896	11,480,266
Creditors: amounts falling due after more than one year	10	(15,003,811)	(14,069,372)
Net assets/(liabilities)		569,085	(2,589,106)
Capital and reserves			
Called up share capital	12	1	1
Profit and loss account		569,084	(2,589,107)
Total Shareholders' funds/(deficit)		569,085	(2,589,106)

The financial statements were approved by the Board of Directors on 1 August 2017 and are signed on their behalf by:

Steve Gosling

Director

Registered number 09008074

Statement of changes in equity

for the year ended 31 March 2017

	•		
	Share capital	Profit and loss account	Total shareholders' funds
	£	£	£
		¢	
31 March 2015	. 1	(1,123,692)	(1,123,691)
Total comprehensive loss for the period	· -	(1,465,415)	(1,465,415)
At 31 March 2016 & 1 April 2016	1	(2,589,107)	(2,589,106)
Total comprehensive income for the year	-	3,158,191	3,158,191
At 31 March 2017	1	569,084	569,085

Notes to the financial statements

at 31 March 2017

Utiligroup Acquisitions Limited (Company number 09008074) is a company limited by shares incorporated and domiciled in England and Wales. The registered office and principal place of business is: Utiligroup, East Terrace, Euxton Lane, Chorley, Lancashire, England, PR7 6TE.

1. Accounting policies

Basis of preparation

The financial statements are prepared under the historical cost convention and in accordance with applicable accounting standards.

The Company's financial statements have been prepared in accordance with FRS 102 the financial reporting standard applicable in the UK and Republic of Ireland.

Going concern

At the year end the Company had net current liabilities of £1,091,883 and net assets of £569,085.

The directors believe that the use of the going concern basis of accounting is appropriate. The Company has received confirmation from its ultimate parent, ESG-Utiligroup Bidco Limited, that it will provide the necessary financial support to meet the Company's liabilities as and when they fall due. Accordingly, the directors have a reasonable expectation that the company has adequate resources to continue in operational existence for the foreseeable future and thus continue to adopt the going concern basis of accounting in preparing the financial statements.

Group financial statements

Under the provision of section 401 of the Companies Act 2006, the Company is exempt from preparing group financial statements as it is consolidated within the financial statements of its parent undertaking and controlling party at the year end, Utiligroup Limited.

Statement of cash flows

The company has taken advantage of the disclosure exemption offered by paragraph 1.12 of FRS 102 not to present a statement of cash flows.

Investments

Investments are accounted for at the lower of cost or net realisable value.

The carrying values of investments are reviewed for impairment when events or changes in circumstances indicate the carrying value may not be recoverable.

Basic financial instruments

Trade and other debtors / creditors

Trade and other debtors are recognised initially at transaction price less attributable transaction costs. Trade and other creditors are recognised initially at transaction price plus attributable transaction costs. Subsequent to initial recognition they are measured at amortised cost using the effective interest method, less any impairment losses in the case of trade debtors. If the arrangement constitutes a financing transaction, for example if payment is deferred beyond normal business terms, then it is measured at the present value of future payments discounted at a market rate of instrument for a similar debt instrument.

Interest-bearing borrowings classified as basic financial instruments

Interest-bearing borrowings are recognised initially at the present value of future payments discounted at a market rate of interest. Subsequent to initial recognition, interest-bearing borrowings are stated at amortised cost using the effective interest method, less any impairment losses.

Cash and cash equivalents

Cash and cash equivalents comprise cash balances and call deposits. Bank overdrafts that are repayable on demand and form an integral part of the Company's cash management are included as a component of cash and cash equivalents for the purpose only of the cash flow statement.

at 31 March 2017

1. Accounting policies (continued)

Other financial instruments

Financial instruments not considered to be Basic financial instruments (Other financial instruments)

Other financial instruments not meeting the definition of Basic Financial Instruments, which include derivative assets and liabilities, are recognised initially at fair value. Subsequent to initial recognition other financial instruments are measured at fair value with changes recognised in profit.

Taxation

Tax on the profit or loss for the year comprises current and deferred tax. Tax is recognised in the profit and loss account except to the extent that it relates to items recognised directly in equity or other comprehensive income, in which case it is recognised directly in equity or other comprehensive income.

Current tax is the expected tax payable or receivable on the taxable income or loss for the year, using tax rates enacted or substantively enacted at the balance sheet date, and any adjustment to tax payable in respect of previous years.

Deferred tax is provided on timing differences which arise from the inclusion of income and expenses in tax assessments in periods different from those in which they are recognised in the financial statements. The following timing differences are not provided for: differences between accumulated depreciation and tax allowances for the cost of a fixed asset if and when all conditions for retaining the tax allowances have been met; and differences relating to investments in subsidiaries, to the extent that it is not probable that they will reverse in the foreseeable future and the reporting entity is able to control the reversal of the timing difference. Deferred tax is not recognised on permanent differences arising because certain types of income or expense are non-taxable or are disallowable for tax or because certain tax charges or allowances are greater or smaller than the corresponding income or expense.

Deferred tax is provided in respect of the additional tax that will be paid or avoided on differences between the amount at which an asset (other than goodwill) or liability is recognised in a business combination and the corresponding amount that can be deducted or assessed for tax. Goodwill is adjusted by the amount of such deferred tax.

Deferred tax is measured at the tax rate that is expected to apply to the reversal of the related difference, using tax rates enacted or substantively enacted at the balance sheet date. Deferred tax balances are not discounted.

Unrelieved tax losses and other deferred tax assets are recognised only to the extent that is it probable that they will be recovered against the reversal of deferred tax liabilities or other future taxable profits.

Foreign currencies

Transactions in foreign currencies are recorded at the rate ruling at the date of the transaction.

Monetary assets and liabilities denominated in foreign currencies are retranslated at the rate of exchange ruling at the balance sheet date.

All differences are taken to the profit and loss account.

Interest-bearing loans and borrowings

All interest-bearing loans and borrowings which are basic financial instruments are initially recognised at the present value of cash payable to the bank (including interest). After initial recognition they are measured at amortised cost using the effective interest rate method, less impairment. The effective interest rate amortisation is included in interest payable in the profit and loss account.

at 31 March 2017

1. Accounting policies (continued)

Significant judgements and estimates

The preparation of the financial statements requires management to make judgements, estimates and assumptions that affect the amounts reported for assets and liabilities as at the balance sheet date and the amounts reported for revenues and expenses during the year. However, the nature of estimation means that actual outcomes could differ from those estimates. Details regarding judgements which have the most significant effect on the amounts recognised in the financial statements are as follows:

Impairment of assets

The Company assesses whether there are any indicators of impairment for all assets. Investments in subsidiaries are tested for impairment when there are indicators that the carrying values may not be recoverable. When value-in-use calculations are undertaken, management must estimate expected cash flows from the asset or cash generating unit and choose a suitable discount rate to calculate the net present value of those cash flows.

2. Turnover

The company has no trading income during the year.

3. Operating loss

All audit and non-audit costs paid to the company's auditor in the current and prior year were borne by Utilisoft Limited and no recharge was made. Total costs for the year were £24,000 (2016: £24,000), with £1,000 attributing to Utiligroup Acquisitions Limited.

at 31 March 2017

4. Directors' remuneration

	2017	2016
	£	£
Total emoluments (excluding pension contributions)	904,049	805,000
Pension contributions	64,207	25,925
Other benefits	5,912	6,541
Total	974,168	837,466
Emoluments of the highest paid Director		
Total emoluments (excluding pension contributions)	197,479	168,750
Pension contributions	26,537	6,750
Other benefits	910	684
Total	224,926	176,184

The Directors remuneration is in relation to their services to the Utiligroup Group as a whole. These costs were borne by Utilisoft, a fellow group undertaking and no other recharge was made. The directors of the company are also directors of the holding company and fellow subsidiaries. The directors do not believe that it is practicable to apportion this amount between their services as directors of the company and their services as directors of the holding and fellow subsidiary companies.

Other than the Directors disclosed within these financial statements, the company has no employees.

5. Interest payable and similar charges

•	2017	. 2016
	£	£
Bank loans and overdrafts	379,181	337,678
Other loans	692,340	859,324
Amortisation of loan arrangement fees	181,841	197,156
	1,253,362	1,394,158

at 31 March 2017

6. Tax

(a) Total tax expense recognised in the profit and loss account, other comprehensive income and equity:

	. 2017	2016
•	£	£
Current tax:		
UK corporation tax on the loss for the year	-	·
Deferred tax:		•
Effect of decreased tax rate on opening balance	1,658	3,317
Adjustment in respect of prior periods		61,313
Origination and reversal of timing differences	28,200	-
Total deferred tax	29,858	64,630
Total tax	29,858	64,630
	2017 £	2016 £
Profit/(Loss) on ordinary activities before tax	3,188,049	(1,400,785)
Profit/(Loss) on ordinary activities multiplied by standard rate of corporation	. '	
tax in the UK of 20% (2016 : 20%).	637,610	(280,157)
Effects of:	·	
Dividends received from group companies	(900,000)	-
Expenses not deductible for tax purposes	64,757	81,671
Effect of change of tax rate	3,602	17,030
Group relief surrendered	230,808	188,809
Adjustments in respect of prior periods	-	61,313
Deferred tax not recognised	(6,919)	·
Tax losses not recognised	· -	(4,036)
Total tax expense included in the profit and loss account (note 8(a))	29,858	64,630

at 31 March 2017

6. Tax (continued)

(c) Deferred tax

At 1 April 2016 (see note 9)
Origination and reversal of timing differences
At 31 March 2017

29,858 (29,858)

Deferred taxation provided in the financial statements and the amounts not provided are as follows:

	Recognised 2017 £	Un- recognised 2017 £	Recognised 2016 £	Un- recognised · 2016 £
Losses carried forward	-	117,622	- ,	123,416
Other timing differences	(29,858)	-	29,858	-
Deferred tax asset	· <u>-</u>	117,622	29,858	123,416

The company has recognised the proportion of the deferred tax asset which it believes is more likely than not will be recovered.

(d) Factors that may affect future tax charges

The rate of UK corporation tax that was enacted at the balance sheet date was 20%. The UK government has previously announced that the UK corporation tax rate will reduce further to 19% (effective from 1 April 2017) and to 18% (effective 1 April 2020), these reductions were substantively enacted on 26 October 2015. An additional reduction to 17% (effective from 1 April 2020) was confirmed again in the Budget on 8 March 2017.

Deferred tax assets and liabilities on all timing differences have been calculated at 18% being the rate of UK corporation tax enacted at the balance sheet date/at which they are expected to reverse. The impact of the above changes will reduce the company's future current tax charge and deferred tax liability accordingly, the impact of which is not considered to be material.

7. Investments

	Subsidiary undertakings £
Cost: At 1 April 2016	16,664,779
Additions At 31 March 2017	16,664,779

at 31 March 2017

7. Investments (continued)

Details of subsidiaries are as follows:

	Country of incorporation	Holding	Proportion of voting rights and shares held	Nature of business
Utiligroup Holdings			:	
Limited	England	Ordinary shares	100%	Holding company
Utilisoft Limited*	England	Ordinary shares	- 100%	Software
٠,	• *		•	Managed Data
Utiliserve Limited*	England	Ordinary shares	100%	Services
Draig Technology Limited*	England	Ordinary shares	100%	Dormant

^{*} Denotes held through a subsidiary

All subsidiaries are registered at Utilihouse, East Terrace, Chorley PR7 6TE.

8. Trade and other receivables

			<i>2017</i> .	2016
	٠		£	£
Deferred tax asset (note 7(c))		:	-	29,858
			-	29,858
Creditors: amounts falling due within one year				

	2017	2016
	£	£
Current instalments due on loans	1,000,000	1,000,000
Amounts owed to group undertakings	92,297	3,315,426
Accruals	<u>-</u>	1,399,748
	1,092,297	5,715,174

10. Creditors: amounts falling due after more than within one year

		,		2017	2016
				£	£
Loans (note 11)			15,	003,811	14,069,372

at 31 March 2017

11. Loans

Loans repayable, included within creditors, are analysed as follows:

	2017	2016
	£	£
Bank loan wholly repayable within 5 years	8,000,000	6,150,000
Loan notes wholly repayable within five years	7,525,311	8,448,311
	15,525,311	14,598,311

Loan arrangement fees included in the above as at 31 March 2017 are £521,500 (2016: £528,939) and are being amortised over the life of the loans.

Bank loans consist of one facility (2016: 2 facilities). The total facility is now £10m (2016: £4m and £2.15) is repayable in full at maturity in 2020 and attracts interest over the term at a rate of 3.5% per annum above LIBOR. The bank loans are secured by a floating charge over the group's assets.

The loan notes are repayable in full on 20 June 2020 and accrue interest at a rate of 9% pa (2016: 9% pa) and are secured by a charge over the group's assets.

On 14 April 2017 the company was purchased by Lytham Bidco Ltd and all bank debt was repaid in full together with the outstanding loan note balances.

12. Issued share capital

		2017		2016
Allotted, called up and fully paid	No.	. £ .	No.	£
Ordinary shares of £1 each	1	. 1	1	1

13. Events since the balance sheet date

On 14 April 2017 the company was purchased by Lytham Bidco Ltd and all bank debt was repaid in full together with the outstanding loan note balances.

14. Related party transactions

The company has taken advantage of the exemption available under FRS 102 not to disclose transactions with other group companies which meet the criteria that all subsidiary undertakings which are party to the transactions are wholly owned by the ultimate controlling parent.

Transactions with key management are disclosed below:

At 31 March 2017 no directors held share options.

A number of directors and shareholders of the Group have entered into loan relationships with the company. These loan notes are repayable by the company on 20 June 2020. These loan notes accrue interest at a rate of 9% pa and are non-secured. At 31 March 2017 the company owed £7,525,311 in aggregate under this arrangement. In addition interest of £nil was accrued at the balance sheet date. Of these amounts £6,598,016 of the principal and £nil of the accrued interest related to loans from NorthEdge Capital Partners, the ultimate controlling party. The accrued interest was paid in full on 31 March 2017.

at 31 March 2017

15. Ultimate parent undertaking and controlling party

In the director's opinion the company's ultimate parent company is Utiligroup Limited, a company incorporated in the UK, by virtue of its 100% ownership of Utiligroup Acquisitions Limited. Copies if the accounts for Utiligroup can be obtained from its registered office address: Utilihouse, East Terrace, Euxton Lane, Chorley, Lancashire, PR7 6TE.

Utiligroup Limited is the only member of the group to prepare consolidated accounts.

On the 14 April 2017 Utiligroup Limited was acquired by Lytham Bidco Limited who in turn is owned by Lytham Intermediate Limited, with the ultimate parent company now becoming ESG-Utiligroup Holdings LLC.