Agnew Autoexchange Limited

Directors' report and financial statements

Registered number NI012734

For the year ended 31 December 2012



JNI 25/09/2013 COMPANIES HOUSE

#196

Contents

Directors' report	Ì
Statement of directors' responsibilities in respect of the directors' report and the financial statements	3
Independent auditor's report to the members of Agnew Autoexchange Limited	4
Profit and loss account	5
Balance sheet	6
Notes to the financial statements	7

Directors' report

The directors present their annual report, together with the financial statements and auditor's report, for the year ended 31 December 2012.

Principal activity and business review

The company's principal activity during the year comprised the operation of motor dealerships involving the sale, maintenance and repair of motor vehicles and the supply of related accessories.

At 31 December 2011, 80% of the share capital of the company was owned by Isaac Agnew (Holdings) Limited and 20% owned directly by the Agnew family. On 10 January 2012, the Agnew family sold their 20% holding to Sytner Group Limited.

On 10 January 2012 the share capital of Issac Agnew (Holdings) Limited was distributed from PAMD Limited to Agnew Retail Limited, which was in turn sold to Sytner Group Limited, a company incorporated in England & Wales, on the same day.

Results and dividends

The company's profit/(loss) before tax for the year was £196,000 (2011: £212,000) Further details with regard to the trading results for the year and the amount transferred to reserves are set out on page 5.

The directors do not recommend the payment of a final dividend (2011: £Nil).

Principal risks and uncertainties

The management of the business and the execution of the company's strategy are subject to a number of risks.

The key business risks and uncertainties affecting the company are considered to relate to competition from both national and independent retailers and employee retention.

Further discussion of these risks and uncertainties, in the context of the Sytner Group as a whole, is provided in the directors' report for Sytner Group Limited, which does not form part of this report.

Key performance indicators

The company is part of the Sytner Group. The development, performance and position of the group, which includes this company, is provided in the directors' report for Sytner Group Limited, which does not form part of this report.

Directors

The directors who served during the year and subsequently are shown below:

DI Agnew (resigned 10 January 2012) A Collinson (appointed 10 January 2012) PW Agnew (resigned 30 June 2012)

Creditor payment policy

The company's policy in respect of its suppliers is to agree terms of payment on or before entering into each transaction and to adhere to such terms, subject to satisfactory completion of the transaction concerned. Where prior agreement is neither practicable nor feasible, invoices will be dealt with in a timely manner as part of a systematic payment process. The company does not follow any code or standard on payment practice. At 31 December 2012, the company's creditor days compared to the value of suppliers' invoices received in the year was 3 days.

1

Agnew Autoexchange Limited Directors' report and financial statements For the year ended 31 December 2012

Directors' report (continued)

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 each aware, there is no relevant information of which the Company's auditors are unaware; and each director has taken all the steps that he ought to have taken as a director to make himself aware of any relevant audit information and to establish that the Company's auditors are aware of that information.

Ţ

Auditors

Pursuant to Section 487 of the Companies Act 2006, the auditors will be deemed to be re-appointed and KPMG Audit Plc will, therefore, continue in office.

By order of the board

A Collinson

Director

18 Boucher Way Belfast BT12 6RE

18 September 2013

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

The directors are responsible for preparing 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).

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

In preparing these financial statements, the directors are required to:

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

The directors are responsible for keeping adequate accounting records that are sufficient to show and explain the company's transactions and disclose with reasonable accuracy at any time the financial position of the company and enable them to ensure that the financial statements comply with the Companies Act 2006. 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.

Independent auditor's report to the members of Agnew Autoexchange Limited

We have audited the financial statements of Agnew Autoexchange Limited for the year ended 31 December 2012 set out on pages 5 to 16. The financial reporting framework that has been applied in their preparation is applicable law and UK Accounting Standards (UK Generally Accepted Accounting Practice).

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 auditors' report and for no other purpose. To the fullest extent permitted by law, we do not accept or assume responsibility to anyone other than the company and the company's members, as a body, for our audit work, for this report, or for the opinions we have formed.

Respective responsibilities of directors and auditor

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

Scope of the audit of the financial statements

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

Opinion on financial statements

In our opinion the financial statements:

- give a true and fair view of the state of the company's affairs as at 31 December 2012 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 directors' report for the financial year for which the financial statements are prepared is consistent with the financial statements.

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.

John Leech (Senior Statutory Auditor)

Tol (and

for and on behalf of KPMG Audit Plc, Statutory Auditor

Chartered Accountants

One Snow Hill

Snow Hill Queensway

Birmingham

B4 6GH

18 September 2013

Profit and loss account

for the year ended 31 December 2012

Jor me year chines or December 2012			As restated
	Note	2012	2011
		£000	£000
Turnover Continuing operations		22,446	23,105
Acquisitions and new businesses		-	23,103
		22,446	23,105
Discontinued operations		-	-
Total turnover	1	22,446	23,105
Cost of sales		(19,952)	(20,755)
Gross profit		2,494	2,350
Distribution costs		(1,489)	(1,471)
Administrative expenses		(754)	(653)
Operating profit/(loss)			
Continuing operations		251	226
Acquisitions and new businesses		-	-
		251	226
Discontinued operations		-	-(
Total operating profit/(loss)		251	226
Profit on sale of business			
Profit on sale of fixed assets		-	-
Profit/(loss) before finance charges		251	226
Other interest receivable and similar income	3	5	-
Interest payable and similar charges	4	(60)	(14)
Profit/(loss) on ordinary activities before taxation		196	212
Tax on profit/(loss) on ordinary activities	7	(32)	(61)
Profit/(loss) for the financial year		164	151

In each year, there were no recognised gains and losses other than the profit/(loss) for the year.

In each year there are no material differences between the retained profit/(loss) and the historical cost equivalent.

Notes from pages 7 to 16 form part of the financial statements.

In 2011 a different basis of cost allocation was used to calculate the cost and expense items within the profit and loss account. In order to enable comparability cost of sales, distribution costs, administrative expenses and interest have been restated using the same allocation method applied for 2012. This has resulted in £832,000 being reclassified from cost of sales to overhead.

Balance sheet at 31 December 2012

	Note	2012 £000	£000	2011 £000	£000
Fixed assets					
Intangible assets	10		-		-
Tangible assets	11		39		16
Investments	12		-		-
			39		16
Current assets			37		
Stocks	13	3,370		3,234	
Debtors •	14	1,166		233	
Cash at bank		449		289	
		4,985		3,756	
Creditors: amounts falling due within one year	15	(3,165)		(2,077)	
Net current assets/(liabilities)			1,820		1,679
Total assets less current liabilities			1,859		1,695
Creditors: amounts falling due after more than one year	16		-		-
Provisions for liabilities and charges	17		•		-
Net assets			1,859		1,695
Capital and reserves					
Called up share capital	18		50		50
Share Premium	20		-		-
Capital redemption reserve	20				-
Profit and loss account	19		1,809		1,645
Total equity shareholders' funds	20		1,859		1,695

These financial statements were approved by the board of directors on 18 September 2013 and were signed on its behalf by:

Achia

A Collinson Director

Registered number NI012734

Notes from pages 7 to 16 form part of the financial statements.

Notes

(forming part of the financial statements)

Accounting policies

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

Basis of preparation

The financial statements have been prepared under the historical cost convention and in accordance with applicable accounting standards. They are prepared on a going concern basis.

Going Concern

The company's business activities, together with the factors likely to affect its future development, performance and position are set out in the directors' report on page 1. The company has considerable financial resources. As a consequence, the directors believe that the company is well placed to manage its business risks successfully despite the current uncertain economic outlook. The directors have a reasonable expectation that the company has adequate resources to continue in operational existence for the foreseeable future. Thus they continue to adopt the going concern basis of accounting in preparing the annual financial statements.

Turnovei

Turnover, which arises wholly in the United Kingdom from the company's principal activity, being that of the operation of motor dealerships, is the amount derived from the provision of goods and services falling within the company's ordinary activities after deduction of trade discounts and value added tax.

Turnover is recognised in most cases on despatch of vehicles and parts and after service work is completed. In some instances, a customer may pay in full for the vehicle and accept responsibility for it but request that the company retains possession of the vehicle for delivery at a specified later date. Turnover is recognised on these transactions at the point of payment as the company believes that the risks and rewards of ownership have transferred.

Cash flow statement

Under FRS1 the company is exempt from the requirement to prepare a cash flow statement on the grounds that it is a wholly owned subsidiary of Sytner Group Limited which includes the company in its own consolidated financial statements which are publicly available.

Investment in subsidiaries

Shares in subsidiary companies are stated at cost less any provision for impairment.

Acquisitions

Acquisitions are accounted for under the acquisition accounting method. The results of businesses acquired are consolidated for the period from the date on which control passed.

Goodwill, representing any excess of the fair value of the consideration given over the fair value of the identifiable assets and liabilities acquired, is amortised on a straight line basis over a period up to 20 years. Provision is made for any impairment.

Tangible fixed assets

Tangible fixed assets are stated at cost, net of depreciation and any provision for impairment. Depreciation is provided on all tangible fixed assets, at rates calculated to write off the cost, less estimated residual value, of each asset on a straight-line basis over its expected useful life, as follows:

Freehold land and buildings - 50 years

Short leasehold land and buildings - over lease term

Fixtures and equipment and motor vehicles - between 3 and 10 years

Courtesy Vehicles - 4 years

Residual value is calculated on prices prevailing at the date of acquisition.

Accounting policies (continued)

Stocks

Stocks are stated at the lower of cost and net realisable value and include interest bearing consignment vehicles. Cost incurred in bringing each product to its present location and condition is based on purchase price less trade discounts. Net realisable value is based on estimated selling price less further costs expected to be incurred to disposal. Provision is made for obsolete, slow-moving or defective items where appropriate.

Taxation

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

Deferred tax is recognised, without discounting, in respect of all timing differences between the treatment of certain items for taxation and accounting purposes which have arisen but not reversed by the balance sheet date, except as otherwise required by FRS 19.

Pension costs

A number of employees are members of a defined contribution scheme.

For defined contribution schemes the amount charged to the profit and loss account in respect of pension costs and other postretirement benefits is the contributions payable in the period. Differences between contributions payable in the period and contributions actually paid are shown as either accruals or prepayments in the balance sheet.

Leases

Rentals under operating leases are charged on a straight-line basis over the lease term, even if the payments are not made on such a

Assets acquired under finance leases are capitalised and the outstanding future lease obligations are shown in creditors. Rental payments are apportioned between the finance element which is charged to the profit and loss account and the capital element which reduces outstanding lease obligations.

Foreign currency

Transactions in foreign currencies are recorded at the rate of exchange at the date of the transaction or, if hedged, at the forward contract rate. Monetary assets and liabilities denominated in foreign currencies at the balance sheet date are reported at the rates of exchange prevailing at that date or, if appropriate, at the forward contract rate. Any gain or loss arising from a change in exchange rates subsequent to the date of the transaction is included as an exchange gain or loss in the profit and loss account.

2 Profit and loss analysis

Year ended 31 December 2012

	Continuing operations		•	Total
	£000			£000
Turnover	22,446	-	-	22,446
Cost of sales	(19,952)	-	-	(19,952)
Gross profit	2,494		-	2,494
Distribution costs	(1,489)	-		(1,489)
Administrative costs	(754)	-	-	(754)
Operating profit	251	-	-	251
Operating profit before goodwill	251		-	251
Goodwill amortisation	-	-	-	-
Operating profit after goodwill	251			251

2 Profit and loss analysis (continued)

Year ended 31 December 2011	Continuing operations	•	Discontinued operations	As restated Total
	1000	1000	2000	2000
Turnover	23,105	-	-	23,105
Cost of sales	(20,755)	-	-	(20,755)
Gross profit	2,350		•	2,350
Distribution costs	(1,471)	-	-	(1,471)
Administrative costs	(653)	-	-	(653)
Operating profit	226			226
Operating profit before goodwill	226			226
Goodwill amortisation	-	-	-	-
Operating profit after goodwill	226			226
				

In 2011 a different basis of cost allocation was used to calculate the cost and expense items within the profit and loss account. In order to enable comparability cost of sales, distribution costs, administrative expenses and interest have been restated using the same allocation method applied for 2012. This has resulted in £832,000 being reclassified from cost of sales to overhead.

3 Other interest receivable and similar income

	2012	2011
	£000	£000
Bank interest	5	-
Dividend received	-	-
-	5	
-		
4 Interest payable and similar charges		
	2012	2011
	£000	£000
Stocking loan interest	60	-
Bank overdrafts	-	14
~	60	14
-		

5 Notes to the profit and loss account		
	2012	2011
	£000	£000
Profit on ordinary activities before taxation is		
after charging/(crediting)		
Depreciation		
Owned	10	23
Leased	•	-
Amortisation of goodwill	_	-
Rent receivable	_	-
Operating lease rentals		
Land and buildings	80	-
Hire of plant and machinery	-	-

The audit fee for the current and prior year has been borne on this company's behalf by another group company, for which no recharge has been made.

Amounts receivable by the company's auditor in respect of services to the company, other than the audit of the company's financial statements, have not been disclosed as the information is required instead to be disclosed on a consolidated basis in the consolidated financial statements of the company's ultimate parent UAG UK Holdings Limited.

6 Staff costs

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

	Number of	employees
	2012	2011
Workshop staff	25	25
Sales and distribution	12	12
Administration	11	11
	48	48
The aggregate payroll costs of these persons were as follows:	£000	£000
	2000	2000
Wages and salaries	1,168	1,287
Social security costs	110	128
Pension costs	11	11
	1,289	1,426

Directors' remuneration

The directors who served during the year are all directors of an intermediate parent company, Isaac Agnew (Holdings) Limited and are remunerated by that company, with the exception of A Collinson who is remunerated by Sytner Group Limited, a company incoporated in England & Wales. It is not practicable to allocate their remuneration to individual companies in the group. The remuneration has, therefore, been disclosed in the financial statements of Isaac Agnew (Holdings) Limited, with the exception of A Collinson, which is disclosed in the financial statements of Sytner Group Limited. The same is true for the prior year.

Taxation

	2012	2011
	£000£	£000
UK corporation tax		
Current tax on income for the year	49	59
Adjustment in respect of previous years	. (20)	-
Total current tax	29	59
Deferred tax (see note 17)		····
Origination/reversal of timing differences	2	1
Effect of change in tax rate	1	l
Adjustment in respect of previous years	•	-
Total deferred tax	3	2
Tax on profit/(loss) on ordinary activities	32	61

Factors affecting the tax charge/(credit) for the current year

The current tax charge/(credit) for the year is lower (2011: higher) than the standard rate of corporation tax in the UK of 24.5% (2011: 26.5%). The differences are explained below:

	2012 £000	2011 £000
Current tax reconciliation		
Profit/(loss) on ordinary activities before	196	212
taxation		
Current tax at 24.5% (2011: 26.5%)	48	56
Effects of:		
Tax deductible capitalised costs	-	-
Expenses not deductible for tax purposes	3	4
Non-deductible goodwill	-	-
Capital allowances in excess of depreciation	(2)	(1)
Difference between accounts profit and taxable profits on capital asset disposals	•	-
Accounting depreciation for which no relief due	•	-
Short term timing differences	•	-
Utilisation of tax losses	•	-
Other timing differences	•	-
Adjustment in respect of prior year	(20)	-
Total current tax charge/(credit) (see above)	29	- 59

Factors that may affect future current and total tax charges
The 2013 Budget on 20 March 2013 announced that the UK corporation tax rate will reduce to 20% by 2015. A reduction in the rate from 25% to 24% (effective 1 April 2012) was substantially enacted on 26 March 2012 and a further reduction to 23% (effective 1 April 2013) was substantively enacted on 3 July 2012. Further reductions to 21% (effective from 1 April 2014) and 20% (effective from 1 April 2015) were substantively enacted on 2 July 2013.

This will reduce the company's future tax charge accordingly. The deferred tax liability at 31 December 2012 has been calculated based on the rate of 23% substantively enacted at the balance sheet date.

It has not yet been possible to quantify the full anticipated effect of the announced further 2% rate reduction, although this will further reduce the company's future current tax charge and reduce the company's deferred tax asset/(liability) accordingly.

8 Dividends paid on equity shares	2012	2011
	£000	£000
Interim dividend paid	*	•
9 Acquisitions and new businesses		
During the year no businesses have been acquired by or transferred into Agnew Autoexchange Limited.		
10 Intangible fixed assets		6
		Goodwill £000
Cost At beginning of year		_
Acquisition (note 9)		-
Disposal Transfer		
At end of year		-
Amortisation		
At beginning of year		-
Charge for the year Impairment loss		•
Disposal		-
Transfer		-
At end of year		
Net book value		
At 31 December 2012		-
At 31 December 2011		

11 Tangible fixed assets

	Freehold land and buildings	Short leasehold land and buildings	Fixtures and equipment	Motor vehicles	Courtesy vehicles	Total
	£000	£000	£000	£000	£000	£000
Cost						
At beginning of year	-	124	273	-	-	397
Acquired	-	•	-	-	-	-
Additions	-	-	33		•	33
Disposals	-	-	(24)	-	-	(24)
Inter-company transfers	-	-	-	-	•	•
At end of year		124	282	-	-	406
Depreciation	,				******	
At beginning of year	-	124	257	-	-	381
Acquired		•	-	-	-	-
Charge for year	•	-	10	-	-	10
Impairment losses	-	-	-	-	-	-
Disposals	-	-	(24)	-	-	(24)
Inter-company transfers	-	-	-	-	-	-
At end of year		124	243			367
Net book value		— —:				
At 31 December 2012	-	-	39	-	-	39
At 31 December 2011	-		16			16

Included in tangible fixed assets are assets held under finance leases and hire purchase contracts with net book value of £Nil (2011: £Nil).

10	_
12	Investments

Cost and net book value At beginning and end of year		-
13 Stocks	2012 £000	2011 £000
Goods for resale Consignment stock	2,276 1,094 	2,139 1,095 3,234

The replacement cost of stocks is not materially different from the value stated above

14	Debtors
14	DEDIVIS

14 Dentois	2012	2011
	£000	£000£
Trade debtors	197	145
Amounts owed by group undertakings	934	1
Other debtors	23	34
Deferred tax asset (note 17)	12	15
Prepayments and accrued income	-	38
Corporation tax receivable	-	-
	1,166	233
		
15 Creditors: amounts falling due within one year	2012	As restated
	2012	2011
	£000	£000
Shares classified as liabilities	-	-
Bank overdraft	-	•
Stocking loans	1,572	•
Consignment stock liabilities	1,094	1,095
Obligations under finance leases and hire purchase contracts (see note 16)	-	-
Trade creditors	206	683
Amounts owed to group undertakings	-	40
Corporation tax payable	25	69
Other taxes and social security	198	95
Other creditors	18	•
Accruals and deferred income	52	95
	3,165	2,077

The stocking loans are secured on the vehicles to which they relate and bear interest related to Finance House base rates.

Amounts owed to group undertakings are interest free and do not have a fixed repayment date. In the financial statements for the prior year the amount reported as trade creditors also included stocking loans and consignment stock liabilities, all three have been restated this year to disclose the components separately.

16	Creditors: Amounts falling due after more than one year		
		2012	2011
		£000	£000
Obligation	ons under finance leases and hire purchase contracts payable:		
Between	one and two years	-	-
Between	two and five years	-	•
		•	-

17 Deferred tax (asset)/liability

The provision for deferred tax as follows:				2012	2011
				£000	£000
Accelerated capital allowances Other timing differences				(12)	(15)
Deferred tax liability				(12)	(15)
There is no unprovided deferred tax at either the current year end	or precedit	ng year end.			
Movements on the provision for deferred tax are analysed below:				£000£	£000
Balance at beginning of year Charged/(credited) to profit and loss account (note 7)				(15)	(17) 2
Acquisitions Transfer from another group undertaking				-	-
Balance at end of year				(12)	(15)
18 Called up share capital				2012	2011
Allotted, called up and fully paid:				2012 £000	2011 £000
50,000 ordinary shares of £1 each				50 	50
19 Profit and loss account				2012	2011
		,		£000	£000
Balance at beginning of year Profit/(loss) for the financial year Dividend paid				1,645 164	1,494 151
Balance at end of year				1,809	1,645
					
20 Reconciliation of movements in shareholders' fund	s Share capital	Share premium	redemption	rofit & Loss account	Total
	£000	account £000	reserve £000	£000	£000
At beginning of year Profit/(loss) for the financial year Dividend paid	50 - -		- -	1,645 164 -	1,695 164 -
At end of year	 50			1,809	1,859

21 Financial commitments

Operating leases

Annual commitments under non-cancellable leases are as follows:

	Land and buildings		Other leases	
	2012	2011	2012	2011
	£000	£000	£000	£000
Expiry date:				
Within one year	-	-	-	•
Between two and five years	-	-	-	-
After five years	80	•	-	-
	80			

Capital commitments

The company had capital commitments of £Nil at 31 December 2012 (2011: £Nil).

Contingent liabilities

As at 31 December 2012 the gross borrowings outstanding under the Group's bank facilities in aggregate were £59,167,000. In 2011 gross borrowings outstanding in aggregate were £163,000, this facility ended with the acquisition by Sytner Group Limited in

22 Ultimate parent company and controlling party

The company is a subsidiary undertaking of Penske Automotive Group, Inc., incorporated in Michigan, USA. Penske Automotive Group, Inc. is also the largest group in which the results of the company are consolidated. The consolidated financial statements are available from 2555 Telegraph Road, Bloomfield Hills, Detroit, MI 48302-0954, USA.

The smallest group in which the results are consolidated is that headed by Sytner Group Limited incorporated in England and Wales. The consolidated financial statements are available to the public from the registrar of companies.

23 Related party transactions

The company entered into a number of transactions during the year with other companies within the above group. Under the provisions of FRS 8 no disclosure has been provided on the grounds that all companies within the group are 100% owned and the consolidated financial statements of the parent company are publicly available.

24 Pension Scheme

The company operates a defined contribution pension scheme. The assets of the scheme are held separately from those of the company. Contributions to the scheme are charged to the profit and loss account in the year they are incurred.

Total pension charge for the year was £11,000 (2011: £11,000), wholly in respect of contributions to the defined contribution scheme. Outstanding contributions at the end of the financial year were £917 (2011: £917).