## REGISTERED NUMBER: 00597265 (England and Wales)

Strategic Report, Report of the Directors and

**Audited Medium Financial Statements** 

for the Year Ended 30th June 2020

<u>for</u>

Knightsbridge Furniture Productions <u>Limited</u>



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## Knightsbridge Furniture Productions <u>Limited</u>

## Company Information for the Year Ended 30th June 2020

**DIRECTORS:** 

A Towns

P Denham

**REGISTERED OFFICE:** 

191 Thornton Road

Bradford

West Yorkshire

BD1 2JT

REGISTERED NUMBER:

3

00597265 (England and Wales)

**AUDITORS:** 

Connelly & Co Limited

Chartered Accountants and

Statutory Auditors Permanent House

1 Dundas Street Huddersfield

West Yorkshire HD1 2EX

#### Strategic Report for the Year Ended 30th June 2020

The directors present their strategic report for the year ended 30th June 2020.

#### **REVIEW OF BUSINESS**

The company has continued to develop its business in existing and new markets. The directors have continued to build on the company's strong heritage with investment in new designs, the research and development of products for new markets, manufacturing techniques and strategies for improvement.

Knightsbridge is committed to design and manufacture in the United Kingdom, building on the strong heritage and experience in delivering a well-made and long-lasting product which satisfies the requirements of its customers whilst creating a modern look.

Turnover has increased on the previous year due to the focus on the health sector where demand for the company's products remains strong. The company is continually developing its product ranges to maintain and improve its market share with innovative new products to meet changing market needs. Profitability has increased significantly despite additional cost arising during the year as a result of the triennial review of the company's defined benefit pension scheme. The company has incurred additional costs in the year as a result of the triennial review of £267,000, which have been charged in arriving at the profit before taxation for the year. This, along with the re-measurement of the defined benefit obligation and return on plan assets, has increased the pension fund liability recognised in the financial statements by over £900,000.

The directors consider their key performance indicators to be the following:

	2020	2019
Turnover	£11,034,461	£10,808,619
Gross margin percentage	41.83%	37.77%
Bank deposits and cash	£1,693,608	£396,197

The directors believe that the continued investment in people, processes and product is the correct direction for the business to move forward in. Having introduced a restructuring plan to match the strategic direction, the directors are confident that the company will have the required skills and resources for the future.

## PRINCIPAL RISKS AND UNCERTAINTIES

The company operates in varied markets and manages the risks inherent in its activities. The company mitigates exposure to all forms of risk and where practical, transfers the risk to insurers.

#### **EXTERNAL RISKS**

Competitors

The company operates in highly competitive markets, providing product innovation and high quality goods, which maintain customer satisfaction. Our aim through this it to maintain and improve our market share.

#### Foreign Exchange

The company's main export markets are within the European Union and are invoiced in Sterling or in Euros. With regards to the Euro, the company has a Euro account which it uses to pay its suppliers and thus mitigate transaction risks by dealing in the same currency (sourcing components in the same currency as the sale). There remains some transaction risk as items sourced from the Far East are invoiced and paid for in United States Dollars.

#### Raw Material Prices

The company's products contain raw materials such as timber and oil-based products e.g. foams, that are subject to world supply and demand and our purchasing policies aim to keep the company's exposure to a minimum by forward ordering and long term-contracts wherever possible.

#### Strategic Report for the Year Ended 30th June 2020

#### **EXTERNAL RISKS - continued**

Credit

The company is exposed to credit risk in relation to its customers. Credit control procedures take into account the identified risks relating to customers, which includes credit insurance. The company insures these business risks with insurers of good standing.

#### Liquidity

The liquidity risk is managed by maintaining a positive bank balance to ensure sufficient funds are available to meet amounts due.

#### United Kingdom exit from the European Union

The UK's exit from the European Union brings widespread uncertainties, however, we believe we are well positioned to avoid any negative consequences of leaving the European Union.

#### COVID-19

In late March 2020, the Covid-19 pandemic resulted in the company reducing its level of operations. The company subsequently took all necessary precautions to keep its staff and external stakeholders safe to enable operations to continue. Order levels have remained high and the company have continued to deliver its high quality product offering to all its loyal customers.

At 30 June 2020, the company had significant cash reserves and a healthy order book. This has continued into the new financial year through this current challenging period. The directors are continually working with their key stakeholders and consider that the company is well placed to manage the ongoing business risks associated with Covid-19.

Having carried out a detailed review of the company's resources and the challenges presented by the current economic climate, the directors are satisfied that the company has sufficient cash flows to meet its liabilities as they fall due for at least one year from the date of approval of the financial statements.

#### **INTERNAL RISKS**

## Product Failure

The reliability and fit for purpose of the company's products is vital to the success and good name of the business which has been built up over almost 80 years of trading. Product failure would have a detrimental effect on the business. To mitigate this, the company has accredited quality control systems and a committed workforce determined to maintain quality and reliability.

#### **Employees**

The company employs 125 people. The company's policy is to provide equal opportunities for employment. In employment related decisions, the company complies with anti-discrimination requirements in the relevant jurisdictions concerning matters of race, colour, national origin, marital status, sexual orientation, religious belief, age or physical or mental disability. Disabled people are given full consideration for employment and subsequent training, career development and promotion on the basis of their aptitudes and abilities.

The company invests in employees' skills and capabilities to help them reach their full potential, which in turn benefits the company as well as the individual employee.

The company has low staff turnover and a high proportion of its employees have significant length of service.

#### Strategic Report for the Year Ended 30th June 2020

#### PENSION SCHEME

During the year, the company completed its triennial actuarial valuation with the pension scheme trustees. The date of this valuation was based on the position at 1 July 2019. The results of the valuation using the trustees' funding method and assumptions increased the shortfall recognised in the financial statements of the company by £929,000.

To address the valuation shortfall, the company has agreed a revised schedule of contributions. Contributions have been paid at a rate of £9,883 per month from 1 July 2019 to 30 June 2020 and the company has agreed contributions for the year ending 30 June 2021 of £138,687.

#### PENSION SCHEME AMENDMENTS

As at 30 June 2020, the deficit in the Knightsbridge Furniture Productions Staff Pension Scheme (the "Scheme") was £2,568,000 compared with £1,639,000 as at 30 June 2019. The main factors contributing to the deterioration are:

- The changes in assumptions which have significantly increased the defined benefit obligation. This is primarily due to a lower discount rate following falls in corporate bond yields over the year; and
- The past service costs arising from the retrospective change to the Scheme's equalisation date.

Over the accounting period, the Trustees received legal advice which confirmed that Scheme benefits were equalised for males and females with effect from 16 May 1997. Scheme benefits were previously treated as being equalised from 1 July 1991. The impact of this change has been allowed for by increasing the defined benefit obligation by £267,000 and this has been shown as a past service cost in the profit and loss.

ON BEHALF OF THE BOARD:

A Towns - Director

21st April 2021

## Report of the Directors for the Year Ended 30th June 2020

The directors present their report with the financial statements of the company for the year ended 30th June 2020.

#### PRINCIPAL ACTIVITY

The principal activity of the company in the year under review was that of manufacturer and supplier of high quality furniture specifically designed for the healthcare, hotel and leisure markets at home and overseas.

#### DIVIDENDS

Dividends paid on the ordinary £1 shares for the year amounted to £299,873 (2019 - £314,558).

The directors do not recommend any further dividend for the year ended 30 June 2020.

#### RESEARCH AND DEVELOPMENT

The company continues to invest in extensive research and development to allow them to specifically meet the needs of each market sector they serve.

#### **FUTURE DEVELOPMENTS**

The directors anticipate a period ahead in which the company will see a continued increase in profitability and growth in turnover. This will be achieved by their enhanced product offerings and their reassuring forward order books.

#### **DIRECTORS**

The directors shown below have held office during the whole of the period from 1st July 2019 to the date of this report.

A Towns

P Denham

#### DISCLOSURE IN THE STRATEGIC REPORT

In accordance with Section 414C(11), Companies Act 2006, the following information required to be contained in this report is set out in the company's Strategic Report on page 2 and 3: business review, financial risks and uncertainties.

#### STATEMENT OF DIRECTORS' RESPONSIBILITIES

The directors are responsible for preparing the Strategic Report, the Report of the Directors 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.

#### STATEMENT AS TO DISCLOSURE OF INFORMATION TO AUDITORS

So far as the directors are aware, there is no relevant audit information (as defined by Section 418 of the Companies Act 2006) 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 in order to make himself aware of any relevant audit information and to establish that the company's auditors are aware of that information.

## Report of the Directors for the Year Ended 30th June 2020

## **AUDITORS**

The auditors, Connelly & Co Limited, will be proposed for re-appointment at the forthcoming Annual General Meeting.

ON BEHALF OF THE BOARD:

A Towns - Director

21st April 2021

# Report of the Independent Auditors to the Members of Knightsbridge Furniture Productions Limited

#### **Opinion**

We have audited the financial statements of Knightsbridge Furniture Productions Limited (the 'company') for the year ended 30th June 2020 which comprise the Income Statement, Other Comprehensive Income, Balance Sheet, Statement of Changes in Equity and Notes to the Financial Statements, including a summary of 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 30th June 2020 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 Auditors' 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

We have nothing to report in respect of the following matters in relation to which the ISAs (UK) require us to report to you where:

- the directors' use of the going concern basis of accounting in the preparation of the financial statements is not appropriate; or
- the directors have not disclosed in the financial statements any identified material uncertainties that may cast significant doubt about the company's ability to continue to adopt the going concern basis of accounting for a period of at least twelve months from the date when the financial statements are authorised for issue.

#### Other information

The directors are responsible for the other information. The other information comprises the information in the Strategic Report and the Report of the Directors, but does not include the financial statements and our Report of the Auditors thereon.

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.

In connection with our audit of the financial statements, our responsibility is to read the other information and, in doing so, consider whether the other information is materially inconsistent with the financial statements or our knowledge obtained in the audit or otherwise appears to be materially misstated. If we identify such material inconsistencies or apparent material misstatements, we are required to determine whether there is a material misstatement in the financial statements or a material misstatement of the other information. If, based on the work we have performed, we conclude that there is a material misstatement of this other information, we are required to report that fact. We have nothing to report in this regard.

## Opinions on other matters prescribed by the Companies Act 2006

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

- the information given in the Strategic Report and the Report of the Directors for the financial year for which the financial statements are prepared is consistent with the financial statements; and
- the Strategic Report and the Report of the Directors have been prepared in accordance with applicable legal requirements.

# Report of the Independent Auditors to the Members of Knightsbridge Furniture Productions Limited

## 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 Report of the Directors.

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.

#### Responsibilities of directors

As explained more fully in the Statement of Directors' Responsibilities set out on page five, 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 necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the financial statements, the directors are responsible for assessing the company's ability to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless the directors either intend to liquidate the company or to cease operations, or have no realistic alternative but to do so.

#### Auditors' responsibilities for the audit of the financial statements

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue a Report of the Auditors 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.

A further description of our responsibilities for the audit of the financial statements is located on the Financial Reporting Council's website at www.frc.org.uk/auditorsresponsibilities. This description forms part of our Report of the Auditors.

#### 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 a Report of the Auditors 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 A J McCarthy (Senior Statutory Auditor)
for and on behalf of Connelly & Co Limited
Chartered Accountants and
Statutory Auditors
Permanent House
1 Dundas Street
Huddersfield
West Yorkshire
HD1 2EX

21st April 2021

Connelly a hours

## Income Statement for the Year Ended 30th June 2020

	Notes	30.6.20 £	30.6.19 £
TURNOVER	3	11,034,461	10,808,619
Cost of sales		(6,418,492)	(6,726,107)
GROSS PROFIT		4,615,969	4,082,512
Distribution costs Administrative expenses (including in 202 exceptional items of £267,000 relating to p		(1,193,778)	(1,369,691)
costs as a result of triennial actuarial review		(3,001,887)	(2,853,251)
		420,304	(140,430)
Other operating income		<u>85,445</u>	499
OPERATING PROFIT/(LOSS)	6	505,749	(139,931)
Interest receivable and similar income		1,051	1,426
		506,800	(138,505)
Interest payable and similar expenses	7	(44,000)	(41,578)
PROFIT/(LOSS) BEFORE TAXATION	ı	462,800	(180,083)
Tax on profit/(loss)	. 8	49,024	418,763
PROFIT FOR THE FINANCIAL YEAR	R	511,824	238,680

All results in the year are from continuing operations.

## Other Comprehensive Income for the Year Ended 30th June 2020

	Notes	30.6.20 £	30.6.19 £
PROFIT FOR THE YEAR	,	511,824	238,680
OTHER COMPREHENSIVE INCOME Remeasurement of defined benefit	E .		
obligations		(657,000)	(156,000)
Return on plan assets Income tax relating to components of othe	r	(80,000)	7,000
comprehensive income	1	176,510	(78,756)
OTHER COMPREHENSIVE INCOME	Ε		
FOR THE YEAR, NET OF INCOME T	`AX	<u>(560,490</u> )	(227,756)
TOTAL COMPREHENSIVE INCOME			
FOR THE YEAR		<u>(48,666)</u>	10,924

## Balance Sheet 30th June 2020

	Notes	30.6.20 £	30.6.19 £
FIXED ASSETS	110103	~	~
Tangible assets	10	613,845	615,577
CURRENT ASSETS			
Stocks	11	1,364,041	1,305,842
Debtors	12	1,843,284	2,292,707
Cash at bank		1,693,608	608,065
CDEDITORS		4,900,933	4,206,614
CREDITORS Amounts falling due within one year	13	(1,529,176)	(1,892,049)
NET CURRENT ASSETS		3,371,757	2,314,565
TOTAL ASSETS LESS CURRENT LIABILITIES		3,985,602	2,930,142
CREDITORS Amounts falling due after more than one		(474.000)	
year	14	(474,999)	-
PENSION LIABILITY	21	(2,568,000)	(1,639,000)
NET ASSETS		942,603	1,291,142
CAPITAL AND RESERVES			
Called up share capital	19	385,520	385,520
Non-distributable reserve	20	418,368	418,368
Retained earnings	20	138,715	487,254
SHAREHOLDERS' FUNDS		942,603	1,291,142

The company satisfies the criteria to be recognised as a medium sized company under the Companies Act 2006.

The financial statements were approved by the Board of Directors and authorised for issue on 21st April 2021 and were signed on its behalf by:

A Towns - Director

## Statement of Changes in Equity for the Year Ended 30th June 2020

	Called up share capital £	Retained earnings	Non-distributable reserve £	Total equity £
Balance at 1st July 2018	385,520	692,752	-	1,078,272
Changes in equity Dividends Total comprehensive income  Balance at 30th June 2019	385,520	(314,558) 109,060 487,254	418,368	(314,558) 527,428 1,291,142
Changes in equity Dividends Total comprehensive income	·	(299,873) (48,666)	<u>-</u>	(299,873) (48,666)
Balance at 30th June 2020	385,520	138,715	418,368	942,603

## Notes to the Financial Statements for the Year Ended 30th June 2020

#### 1. STATUTORY INFORMATION

Knightsbridge Furniture Productions Limited is a private company, limited by shares, registered in England and Wales. The company's registered number and registered office address can be found on the Company Information page.

The presentation currency of the financial statements is the Pound Sterling (£).

#### 2. ACCOUNTING POLICIES

#### Basis of preparing the financial statements

These financial statements have been prepared in accordance with Financial Reporting Standard 102 "The Financial Reporting Standard applicable in the UK and Republic of Ireland" as issued in August 2014. The financial statements have been prepared under the historical cost convention as modified by the revaluation of certain assets.

#### Financial Reporting Standard 102 - reduced disclosure exemptions

The company's parent undertaking is Townham Limited. These financial statements are prepared in accordance with FRS 102 and may be obtained from Companies House, Crown Way, Cardiff, CF14 3UZ.

In these financial statements, the company is considered to be a qualifying entity (for the purposes of this FRS) and has applied the exemptions available under FRS 102 in respect of the following disclosures:

- Cash Flow Statement and related notes; and
- Key Management Personnel compensation.

The accounting policies set out below, unless otherwise stated, have been applied consistently to all periods presented in these financial statements.

### Significant judgements and estimates

Preparation of the financial statements requires management to make significant judgements and estimates. The items in the financial statements where these judgements and estimates have been made include the following:-

#### Revaluation of tangible fixed assets

Plant and machinery is stated in the statement of financial position at revalued amounts. The revalued amounts equate to the fair value at the date of revaluation, less any depreciation or impairment losses subsequently accumulated. Revaluations are carried out regularly so that the carrying amounts do not materially differ from using the fair value at the date of the statement of financial position.

#### Impairment of stock

Stock is carried at the lower of cost and net realisable value. The company reviews for impairment provisions annually by noting slow moving, damaged and obsolete items. Where selling price less costs to sell is deemed to be lower than cost, an impairment provision arises.

## Valuation of work in progress

Work in progress is valued at cost of raw materials plus overhead absorption rate. When calculating the absorption rate, management consider the percentage of costs that are directly attributable to getting the raw materials to finished goods stage.

## Notes to the Financial Statements - continued for the Year Ended 30th June 2020

#### 2. ACCOUNTING POLICIES - continued

#### The recoverability of debts

Trade debtors are reviewed regularly to identify possible bad debts. When considering impairment, the company looks at the likelihood of the debt being recovered, based on past experience and credit checks, and considers whether any can be covered by insurance.

#### Defined benefit pension liability

The company operates a defined benefit pension scheme. The valuation of the scheme is calculated by qualified actuaries, using various assumptions for discount rates, life expectancy and future pension and salary increases.

#### Finance and operating leases

The company enters into leases as a lessee for property, plant and equipment and motor vehicles. The directors consider the terms and conditions of the lease to determine whether the company acquires significant risks and rewards of ownership of these assets, to determine whether the lease should be treated as an operating lease through the profit and loss, or a finance lease through the balance sheet.

#### Turnover

Turnover is recognised at the fair value of the consideration received or receivable for goods and services provided in the normal course of business and is shown after trade discounts, other sales taxes and net of value added tax.

Revenue from the sale of goods is recognised when all the following conditions are satisfied:

- the company has transferred significant risks and rewards of ownership to the buyer;
- the company retains neither continuing managerial involvement to the degree usually associated with ownership nor effective control over the goods sold;
- the amount of revenue can be measured reliably;
- it is probable that the company will receive consideration due under the transaction; and
- the costs incurred in respect of the transaction can be measured reliably.

#### Tangible fixed assets

Depreciation is provided at the following annual rates in order to write off the cost less estimated residual value of each asset over its estimated useful life.

Short leasehold

- 20% Straight Line Basis

Plant and machinery

- Not Depreciated

Motor vehicles

- 25% Straight Line Basis and 16.67% Straight Line Basis

Any revaluation increase or decrease on plant and machinery is credited to the property revaluation reserve in 'non-distributable reserves'.

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

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 recognised in the income statement.

#### Government grants

Government grants claimed by the company in respect of Covid-19 are recognised as income in the profit and loss account in the period to which they relate.

#### Stocks and work in progress

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

Work in progress is valued on the basis of direct costs plus attributable overheads based on normal level of activity. Provision is made for any foreseeable losses where appropriate. No element of profit is included in the valuation of work in progress.

#### Notes to the Financial Statements - continued for the Year Ended 30th June 2020

#### 2. ACCOUNTING POLICIES - continued

#### Financial instruments

Basic financial instruments

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.

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

Cash and cash equivalents comprise cash balances and call deposits.

#### Taxation

Tax on the profit or loss for the year comprises current and deferred tax. Tax is recognised in the income statement 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 recognised in respect of all timing differences that have originated but not reversed at the balance sheet date where transactions or events have occurred at that date that will result in an obligation to pay more, or a right to pay less or to receive more tax.

Deferred tax assets are recognised only to the extent that the directors consider that it is more likely than not that there will be suitable taxable profits from which the future reversal of the underlying timing differences can be deducted.

Deferred tax is measured on an undiscounted basis at the tax rates that are expected to apply in the periods in which timing differences reverse, based on tax rates and laws enacted or substantively enacted at the balance sheet date.

#### Research and development

Expenditure on research and development is written off in the year in which it is incurred.

#### Foreign currencies

Assets and liabilities in foreign currencies are translated into sterling at the rates of exchange ruling at the balance sheet date. Transactions in foreign currencies are translated into sterling at the rate of exchange ruling at the date of transaction. Exchange differences are taken into account in arriving at the operating result.

#### Hire purchase and leasing commitments

Assets held under hire purchase agreements are capitalised and disclosed under tangible fixed assets at their fair value. The capital element of the future payments is treated as a liability and the interest is charged to the profit and loss account on a straight line basis.

Rentals applicable to operating leases where substantially all of the benefits and risks of ownership remain with the lessor are charged against profits on a straight line basis over the period of the lease.

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## Notes to the Financial Statements - continued for the Year Ended 30th June 2020

#### 2. ACCOUNTING POLICIES - continued

#### Pension costs defined benefit scheme

The company operates a defined benefit pension scheme for employees. A defined benefit plan is a post-employment benefit plan other than a defined contribution plan. The scheme is now closed to new members. The assets of the scheme are held separately from those of the company.

The company's net obligation in respect of defined benefit plans is calculated by estimating the amount of future benefit that employees have earned in return for their service in the current and prior periods; that benefit is discounted to determine its present value. The fair value of any plan assets is deducted. The company determines the net interest expense (income) on the net defined benefit liability (asset) for the period by applying the discount rate as determined at the beginning of the annual period to the net defined benefit liability (asset) taking account of changes arising as a result of contributions and benefit payments.

The discount rate is the yield at the balance sheet date on AA credit rated bonds denominated in the currency of, and having maturity dates approximating to the terms of the entity's obligations. A valuation is performed annually by a qualified actuary using the projected unit credit method.

Changes in the net defined benefit liability arising from employee service rendered during the period, net interest on net defined benefit liability, and the cost of plan introductions, benefit changes, curtailments and settlements during the period are recognised in profit or loss.

Remeasurement of the net defined benefit liability/asset is recognised in other comprehensive income in the period in which it occurs.

Pension scheme assets are valued at market value at the balance sheet date. The pension scheme deficit is recognised in full on the balance sheet.

#### Pension costs defined contribution scheme

The company operates a defined contribution pension scheme. A defined contribution plan is a post-employment benefit plan under which the company pays fixed contributions into a separate entity and will have no legal or constructive obligation to pay further amounts. The assets of the scheme are held separately from those of the company in an independently administered fund. The amount charged to the income statement represents the contributions payable to the scheme in respect of the accounting period.

## Going concern

The financial statements have been prepared on a going concern basis. Having carried out a detailed review of the company's resources and the challenges presented by the current economic climate, the directors are satisfied that the company has sufficient cash flows to meet its liabilities as they fall due for at least one year from the date of approval of the accounts.

#### **Impairment**

Financial assets (including trade and other debtors)

A financial asset not carried at fair value through profit or loss is assessed at each reporting date to determine whether there is objective evidence that it is impaired. A financial asset is impaired if objective evidence indicates that a loss event has occurred after the initial recognition of the asset, and that the loss event had a negative effect on the estimated future cash flows of that asset that can be estimated reliably.

An impairment loss in respect of a financial asset measured at amortised cost is calculated as the difference between its carrying amount and the present value of the estimated future cash flows discounted at the asset's original effective interest rate. For financial instruments measured at cost less impairment an impairment is calculated as the difference between its carrying amount and the best estimate of the amount that the company would receive for the asset if it were to be sold at the reporting date. Interest on the impaired asset continues to be recognised through the unwinding of the discount. Impairment losses are recognised in profit or loss. When a subsequent event causes the amount of impairment loss to decrease, the decrease in impairment loss is reversed through profit or loss.

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## Notes to the Financial Statements - continued for the Year Ended 30th June 2020

## 3. TURNOVER

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The turnover and profit (2019 - loss) before taxation are attributable to the one principal activity of the company.

An analysis of turnover by class of business is given below:

	30.6.20	30.6.19
	£	£
Sale of goods	11,034,461	10,808,619
	11,034,461	10,808,619

In the directors opinion a geographical analysis of turnover would prejudice the company's interests.

## 4. EMPLOYEES AND DIRECTORS

	30.6.20 £	30.6.19 £
Wages and salaries	3,155,632	3,635,546
Social security costs	307,826	334,550
Other pension costs	139,633	99,810
	3,603,091	4,069,906
The average number of employees during the year was as follows:	30.6.20	30.6.19
Production staff	82	78
Management and administration staff	41	46
Directors	2	2
	125	126

Other pension costs are amounts charged to operating profit and do not include amounts charged to finance costs (see note 7).

Other pension costs include past services costs relating to the defined benefits pension scheme amounting to £267,000 (2019 - £28,000).

## 5. **DIRECTORS' EMOLUMENTS**

Directors' remuneration Directors' pension contributions to money purchase schemes	30.6.20 £ 23,207 <u>35,750</u>	30.6.19 £ 20,178 <u>9,000</u>
The number of directors to whom retirement benefits were accruing was as follow	vs:	
Money purchase schemes	2	2

## Notes to the Financial Statements - continued for the Year Ended 30th June 2020

## 6. OPERATING PROFIT/(LOSS)

The operating profit (2019 - operating loss) is stated after charging:

	30.6.20	30.6.19
	£	£
Depreciation - owned assets	1,732	23,946
Auditors' remuneration	20,495	19,000
Auditors' remuneration for non audit work	26,740	21,085
Foreign exchange differences	26,137	31,753
Operating lease charges	322,022	285,893
Pension costs as a result of triennial actuarial review	267,000	28,000

During the year the directors adopted legal advice taken by the trustees of the defined benefit pension scheme regarding the change in the scheme's equalisation of benefits date. This has resulted in an increased cost in the year of £267,000, above the normal pension commitments.

## 7. INTEREST PAYABLE AND SIMILAR EXPENSES

	30.6.20 £	30.6.19 £
Net finance costs in respect	~	~
of defined benefit pension		
schemes	44,000	40,000
Hire purchase interest	<del></del>	1,578
	44,000	41,578

## 8. TAXATION

## Analysis of the tax credit

The tax credit on the profit for the year was as follows:		
	30.6.20	30.6.19
	£	£
Current tax:		
UK corporation tax	200	•
Adjustments for prior years	(209,463)	(263,326)
Total current tax	(209,263)	(263,326)
Deferred tax	160,239	(155,437)
Tax on profit/(loss)	<u>(49,024</u> )	(418,763)

UK corporation tax has been charged at 19% (2019 - 19%).

## Notes to the Financial Statements - continued for the Year Ended 30th June 2020

## 8. TAXATION - continued

9.

Reconciliation of total tax credit included in profit and los
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The tax assessed for the year is lower than the standard rate of corporation tax in the UK. The difference is explained below:

		30.6.20 £	30.6.19 £
Profit/(loss) before tax		462,800	(180,083)
Profit/(loss) multiplied by the standard rate of corporation tax 19% (2019 - 19%)	in the UK of	87,932	(34,216)
Effects of: Expenses not deductible for tax purposes Capital allowances in excess of depreciation Pension contributions adjustment unavailable to carry forward Tax losses - research and development tax credits Research and development tax credit claim		4,329 - 36,480 31,698 (209,463)	8,666 (8,591) (8,930) (95,040) (263,326)
Deferred taxation prior year provision rate change		-	<u>(17,326</u> )
Total tax credit		(49,024)	(418,763)
Tax effects relating to effects of other comprehensive incomprehensive incompr	me		
	Gross £	30.6.20 Tax £	Net £
Remeasurement of defined benefit obligations Return on plan assets	(657,000) (80,000)	176,510	(480,490) (80,000)
	<u>(737,000</u> )	176,510	<u>(560,490</u> )
	Gross £	30.6.19 Tax £	Net £
Remeasurement of defined benefit obligations	(156,000)	19,380	(136,620)
Return on plan assets Revaluation of plant and machinery	7,000 <u>516,504</u>	(98,136)	7,000 418,368
	367,504	(78,756)	288,748
. DIVIDENDS			20 ( 10
		30.6.20 £	30.6.19 £
Ordinary shares of £1 each Interim		299,873	314,558

## Notes to the Financial Statements - continued for the Year Ended 30th June 2020

## 10. TANGIBLE FIXED ASSETS

	Short leasehold £	Plant and machinery £	Motor vehicles £	Totals £
COST OR VALUATION At 1st July 2019		~	*	*
and 30th June 2020	59,350	608,650	222,809	890,809
<b>DEPRECIATION</b> At 1st July 2019	52,423	-	222,809	275,232
Charge for year	1,732	<del></del>	<del></del>	1,732
At 30th June 2020	54,155	<del></del>	222,809	276,964
NET BOOK VALUE At 30th June 2020	5 105	(00 /š0		(12.046
At 30th June 2020	5,195	608,650		613,845
At 30th June 2019	6,927	608,650	-	615,577

Plant and machinery was valued by Moorcroft Valuation Surveyors on 10 December 2019. The directors have performed an assessment of the carrying value of the plant and machinery at 30 June 2020 and consider that the fair value is not materially different to the carrying value.

Plant and machinery had a historic cost of £2,676,375 and a fair value of £608,650. All other fixed asset categories are stated at cost.

#### 11. STOCKS

J	30.6.20	30.6.19
	£	£
Raw materials	759,875	678,908
Work-in-progress	433,669	455,742
Finished goods	<u>170,497</u>	171,192
	1,364,041	1,305,842

There is no material difference between replacement cost and the valuation of finished goods. A provision has been made against stock and work in progress totalling £22,157 (2019 - £35,098).

## 12. DEBTORS: AMOUNTS FALLING DUE WITHIN ONE YEAR

	30.6.20	30.6.19
	£	£
Trade debtors	1,023,367	1,344,276
Other debtors	210,263	265,945
Deferred tax asset	484,982	468,711
Prepayments and accrued income	124,672	213,775
	1,843,284	2,292,707

## Notes to the Financial Statements - continued for the Year Ended 30th June 2020

## 12. DEBTORS: AMOUNTS FALLING DUE WITHIN ONE YEAR - continued

	Deferred tax asset	30.6.20	30.6.19
		£	£
	Pension deficit	487,920	311,410
	Tax losses	95,198	255,437
	Non-distributable reserve	(98,136)	(98,136)
		484,982	468,711
13.	CREDITORS: AMOUNTS FALLING DUE WITHIN ONE YEAR	30.6.20	30.6.19
		30.6.20 £	30.6.19 £
	Bank loans and overdrafts (see note 15)	25,001	211,868
	Trade creditors	435,057	1,049,960
	Social security and other taxes	782,889	232,045
	Other creditors	9,139	141,636
	Accruals and deferred income	277,090	256,540
		1,529,176	1,892,049
	<b>*</b>		
14.	CREDITORS: AMOUNTS FALLING DUE AFTER MORE THAN ONE		
	YEAR	30.6.20	30.6.19
		£	£
	Bank loans (see note 15)	474,999	-
15.	LOANS		
	An analysis of the maturity of loans is given below:		
		30.6.20	30.6.19
		£	£
	Amounts falling due within one year or on demand:		
	Bank overdrafts	<del>-</del>	211,868
	Bank loans - less than 1 year	25,001	<del></del>
	•	25,001	211,868
		<del></del> _	<del></del>
	Amounts falling due between one and two years:		
	Bank loans - 1-2 years	100,002	-
	Dank loans 12 yours	<del></del>	
	Amounts folling due between two and five years:		
	Amounts falling due between two and five years:  Bank loans - 2-5 years	300,007	_
	Dunit found - 2-0 yours		
	Amounts falling due in more than five years:		
	Panayahla by instalments		
	Repayable by instalments  Bank loans more than 5 years by instalments	74,990	-
	Dank tound more than 3 years of mountaines		<del></del>

## Notes to the Financial Statements - continued for the Year Ended 30th June 2020

## 16. LEASING AGREEMENTS

Minimum lease payments under non-cancellable operating leases fall due as follows:

	30.6.20 £	30.6.19 £
Within one year	321,826	235,424
Between one and five years	274,807	315,751
	596,633	551,175

In 2015 the company entered into a 10 year property lease with the first 5 years being rent free then subsequently at a reasonable market value.

#### 17. SECURED DEBTS

The following secured debts are included within creditors:

		30.6.20	30.6.19
		£	£
Bank loans		500,000	-
Bank overdraft		<u> </u>	211,868
	•	500,000	211,868

Bank facilities are secured by a debenture in favour of National Westminster Bank plc dated 30 March 2017 over the whole of the undertakings, property and assets of the company.

## 18. **DEFERRED TAX**

	£
Balance at 1st July 2019	(468,711)
Movement in pension liability	(176,510)
Utilised / (Unused) tax losses	160,239
•	· ———
Balance at 30th June 2020	(484,982)

## 19. CALLED UP SHARE CAPITAL

Allotted, issue	d and fully paid:			
Number:	Class:	· Non	ninal 30.6.20	30.6.19
		va	lue: £	£
385,520	Ordinary	į	£1 <u>385,520</u>	385,520

The ordinary shares are non-redeemable and have equal voting, dividend and capital rights.

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## Notes to the Financial Statements - continued for the Year Ended 30th June 2020

#### 20. RESERVES

	Retained earnings £	Non-distributable reserve £	Totals £
At 1st July 2019 Profit for the year	487,254 511,824	418,368	905,622
Dividends	(299,873)		511,824 (299,873)
Actuarial gain/(loss) in respect of defined benefit pension scheme Deferred tax relating to defined benefit pension	(737,000)	-	(737,000)
scheme	176,510	<u> </u>	176,510
At 30th June 2020	138,715	418,368	557,083

#### 21. EMPLOYEE BENEFIT OBLIGATIONS

## Defined benefits pension scheme

The company operates a pension scheme providing benefits based on final pensionable pay. The assets of the scheme are charged to the profit and loss account so as to spread the cost of pensions over employees' working lives with the company. The contributions are determined by a qualified actuary, who is the source of the information, on the basis of triennial valuations using the projected accrued benefits method. The last formal valuation was 1 July 2019. The next formal actuarial valuation will have an effective date of the 1 July 2022. FRS 102 allows the results of the formal actuarial valuation to be the basis for an annual estimate of scheme liabilities provided by the actuary and as such, the formal valuation has been updated to 30 June 2020 for the purpose of preparing these accounts.

The pension liability included in the balance sheet is made up of:-

	2020 £	2019 £
Present value of the defined benefit obligation Fair value of the scheme assets	(4,422,000) 1,854,000	(3,511,000) 1,872,000
•	(2,568,000)	(1,639,000)

The major assumptions used by the actuary are listed below.

The company expects to contribute £138,687 to its defined benefit pension scheme in the year ended 30 June 2021.

The expected return on assets is obtained by considering the expected return on risk-free investments, the historic level of risk premium associated with other asset clauses and the expectation for future returns of each asset class. The expected return for each asset class was then weighted based on the underlying distribution of assets within the policy.

## Notes to the Financial Statements - continued for the Year Ended 30th June 2020

## 21. EMPLOYEE BENEFIT OBLIGATIONS - continued

The amounts recognised in profit or loss are as follows:

	Defined benefit pension plans	
	30.6.20 £	30.6.19 £
Current service cost	-	-
Net interest from net defined benefit	44.000	
asset/liability Past service cost	44,000 267,000	40,000 28,000
	311,000	68,000
Actual return on plan assets	(35,000)	56,000
Changes in the present value of the defined benefit obligation are as follows:		
	Defined benefit	
	pensic 30.6.20	on plans 30.6.19
	50.6.20 £	30.6.19 £
Opening defined benefit obligation	3,511,000	3,337,000
Interest cost	89,000	89,000
Past service costs .	267,000	28,000
Actuarial losses/(gains) Benefits paid	657,000 (102,000)	156,000 (99,000)
	4,422,000	3,511,000
Changes in the fair value of scheme assets are as follows:		
Changes in the lan value of selicine assets are as follows.		
	Defined benefit pension plans	
	30.6.20	30.6.19
	£	£
Opening fair value of scheme assets	1,872,000	1,800,000
Contributions by employer	119,000	115,000
Expected return	45,000	49,000
Actuarial gains/(losses) Benefits paid	(80,000) (102,000)	7,000 (99,000)
	1,854,000	1,872,000

## Notes to the Financial Statements - continued for the Year Ended 30th June 2020

## 21. EMPLOYEE BENEFIT OBLIGATIONS - continued

The amounts recognised in other comprehensive income are as follows:

		Defined benefit pension plans	
	30.6.20	30.6.19 £	
Actual return less expected return on pension scheme assets Experience gains and losses arising on scheme liabilities	(80,000)	7,000	
	(657,000)	(156,000)	
·	(737,000)	(149,000)	

The major categories of scheme assets as a percentage of total scheme assets are as follows:

		Defined benefit pension plans	
	pensi		
	30.6.20	30.6.19	
Equities	. 74%	82%	
Property	3%	2%	
Gilts	9%	11%	
Cash	14%	5%	
	100%	100%	

Principal actuarial assumptions at the balance sheet date (expressed as weighted averages):

	30.6.20	30.6.19
Discount rate	1.40%	2.40%
Rate of increase in pensions in payment	2.80%	3.20%
Consumer price inflation	2.20%	2.30%

## Defined contribution scheme

The company also operates a defined contribution pension scheme. The assets of the scheme are held separately from those of the company in an independently administered fund. The pension cost charge represents contributions payable by the company to the fund and amounted to £139,633 (2019 - £127,810).

## 22. ULTIMATE PARENT COMPANY & CONTROLLING PARTY

The company's ultimate parent company is Townham Limited, which is controlled by A J Towns who is a director of the company.

#### 23. RELATED PARTY DISCLOSURES

The company has taken advantage of exemption, under the terms of Financial Reporting Standard 102 'The Financial Reporting Standard applicable in the UK and Republic of Ireland', not to disclose related party transactions with wholly owned subsidiaries within the group.