## Company Registration Number 01158387

**EPS GROUP LIMITED** 

Report and Financial Statements

31 March 2010

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## REPORT AND FINANCIAL STATEMENTS 2010

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## OFFICERS AND PROFESSIONAL ADVISERS

## **DIRECTORS**

P Griffin

P D Reader

S Reeve

L B Ginger

M E Cox

G S Jefferys

M P Sturmer

P D Kelly

B J Hickey

W Robson

J Ridley

S J Jones

## **SECRETARY**

MITIE Company Secretarial Services Limited

## REGISTERED OFFICE

8 Monarch Court The Brooms Emersons Green Bristol BS16 7FH

## **BANKERS**

Bank of Scotland Canons House Canons Way Bristol BS99 7LB

## **AUDITORS**

Deloitte LLP Bristol

#### **DIRECTORS' REPORT**

The directors present their annual report and audited financial statements for the year ended 31 March 2010

#### **DIRECTORS' RESPONSIBILITIES STATEMENT**

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

Company law requires the directors to prepare financial statements for each financial year. Under that law the directors have elected to prepare the financial statements in accordance with United Kingdom Generally Accepted Accounting Practice (United Kingdom Accounting Standards and applicable law). Under company law the directors must not approve the financial statements unless they are satisfied that they give a true and fair view of the state of affairs of the company and of the profit or loss of the company for that period. In preparing these financial statements, the directors are required to

- select suitable accounting policies and then apply them consistently,
- make judgements and accounting estimates that are reasonable and prudent,
- 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 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.

## PRINCIPAL ACTIVITY AND REVIEW OF THE BUSINESS

The company provides a wide range of property maintenance and refurbishment activities including

- Reactive and planned maintenance of building fabric and building services,
- Installation of kitchens, bathrooms and heating systems in social housing properties,
- Installation of building services, and
- Complete internal and external refurbishment packages

During the year, the company's former ultimate holding company, Environmental Property Services PLC, was acquired by MITIE Group PLC

The company's profit and loss account is shown on page 6 The profit after tax is £1,105,000 (2009 £2,653,000) Following the acquisition of the Group by MITIE Group PLC, adjustments have been made to the carrying value of assets of the company This reduced post tax profits by £2,440,000 Options issued to employees were exercised at the date of acquisition of the Group, and this caused a charge to profit of £431,000 for these share based payments The company's balance sheet remained strong, with net assets continuing to grow

The Group manages its operations on a divisional basis. For this reason, the company's directors do not believe further key performance indicators are necessary for an appropriate understanding of the performance and position of the business. The performance of the Group's divisions is discussed in the Group's annual report which does not form part of this report.

#### **DIRECTORS' REPORT (continued)**

#### DIVIDENDS

The directors do not recommend a final dividend for the year ended 31 March 2010 The dividend paid in the year was £nil (2009 £1,000,000)

#### PRINCIPAL RISKS AND UNCERTAINTIES

Loss of key customers is a key risk to the business. The company manages this risk by developing and maintaining strong relationships with these customers.

Risks are discussed in the Group's annual report which does not form part of this report

#### FINANCIAL RISK MANAGEMENT

The directors have reviewed the financial risk management objectives and policies of the company. The directors do not believe there to be significant risks in this area. The company does not enter into any hedging instruments, as there are not believed to be any material exposures. It does not enter into any financial instruments for speculative purposes.

Appropriate trade terms are negotiated with suppliers and customers. Management reviews these terms and the relationships with suppliers and customers and manages any exposure on normal trade terms. The company prepares regular forecasts of cash flow and liquidity and any requirement for additional funding is managed as part of the overall MITIE Group PLC financing arrangements.

#### PAYMENT POLICY

The company's policy is to comply with the terms of payment agreed with a supplier. Where terms are not negotiated, the company endeavours to adhere with the supplier's standard terms. As at 31 March 2010, trade creditors, as a proportion of amounts invoiced from suppliers for the financial period, represented 60 days (2009) 58 days)

### **ENVIRONMENT**

MITIE Group PLC and its subsidiaries endeavour to identify, monitor and manage the impact of their activities on the environment and are fully committed to environmental accountability and protection. The company operates in accordance with Group policies, which are described in the Group's annual report which does not form part of this report.

#### **EMPLOYEES**

The company offers equal opportunities to all applicants for employment whatever their sex, race or religion. Disabled persons are considered for employment, training, career development and promotion on the basis of their aptitudes and abilities in common with all employees, providing the disability does not make the particular employment impractical or the employee unable to conform to the stringent regulations which apply to the operations of the company

The company recognises the importance of good communications and employee relationships. In each company there is a relationship between the Chief Executive of MITIE Group PLC and individual employees in the company. In these conditions, complex consultative procedures are seldom required to ensure that there is an understanding of the purpose of the business and the commercial realities of success. Employees are encouraged to become shareholders through the Savings Related Share Option Scheme

## **GOING CONCERN**

The company was profitable in the year. The directors have considered the forecast/budgeted profit and associated cash flows for the coming five years. The directors have considered the facilities available to the entity (through the Group) and believe that they can operate within the facilities available for the period of the cash flow forecast. The directors have concluded that it is appropriate to prepare the accounts on a going concern basis.

#### **DIRECTORS' REPORT (continued)**

#### **DIRECTORS**

The directors during the financial year and subsequently were as follows

P Griffin

D J Anderson

(resigned 27 January 2010)

G R Rajendra

(resigned 27 January 2010)

(resigned 30 April 2010)

P D Reader

S Reeve

L B Ginger

M E Cox

S J Jones

G Watson

G S Jefferys

M P Sturmer

P D Kelly

B J Hickey

J J Haythorpe

rpe (appointed 17 July 2009)

W Robson J Ridley (appointed 2 February 2010) (appointed 27 January 2010)

#### **AUDITORS**

KPMG resigned as auditors of the company on 19 November 2009

Deloitte LLP were appointed as auditors to the company on 17 May 2010

Each of the persons who is a director at the date of approval of this report confirms that

- (1) so far as the director is aware, there is no relevant audit information of which the company's auditors are unaware, and
- (2) the director has taken all the steps that he/she ought to have taken as a director in order to make himself/herself aware of any relevant audit information and to establish that the company's auditors are aware of that information

This confirmation is given and should be interpreted in accordance with the provisions of s418 of the Companies Act 2006

A resolution to reappoint Deloitte LLP as the company's auditors will be proposed at the forthcoming Annual General Meeting

Approved by the Board of Directors and signed on behalf of the Board

W Robson

Director

12 July 2010

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## INDEPENDENT AUDITORS' REPORT TO THE MEMBERS OF EPS GROUP LIMITED

We have audited the financial statements of EPS Group Limited for the year ended 31 March 2010 which comprise the Profit and Loss Account, the Balance Sheet and the related notes 1 to 18 The financial reporting framework that has been applied in their preparation is applicable law and United Kingdom Accounting Standards (United Kingdom 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 auditors

As explained more fully in the Directors' Responsibilities Statement, the directors are responsible for the preparation of the financial statements and for being satisfied that they give a true and fair view. Our responsibility is to audit 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 (APB's) Ethical Standards for Auditors.

#### Scope of the audit of the financial statements

An audit involves obtaining evidence about the amounts and disclosures in the financial statements sufficient to give reasonable assurance that the financial statements are free from material misstatement, whether caused by fraud or error. This includes an assessment of whether the accounting policies are appropriate to the company's circumstances and have been consistently applied and adequately disclosed, the reasonableness of significant accounting estimates made by the directors, and the overall presentation of the financial statements.

#### 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 2010 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

## 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

Nigu Thomas.

Nigel Thomas (Senior Statutory Auditor) for and on behalf of Deloitte LLP Chartered Accountants and Statutory Auditors Bristol, United Kingdom

12 July 2010.

## PROFIT AND LOSS ACCOUNT Year ended 31 March 2010

	Note	2010 £'000	2009 £'000
TURNOVER	1	77,869	68,970
Cost of sales		(60,859)	(53,913)
GROSS PROFIT		17,010	15,057
Administrative expenses		(15,680)	(11,840)
OPERATING PROFIT	2	1,330	3,217
Interest receivable	3	208	485
PROFIT ON ORDINARY ACTIVITIES BEFORE TAXATION		1,538	3,702
Tax on profit on ordinary activities	4	(433)	(1,049)
PROFIT FOR THE FINANCIAL YEAR	11	1,105	2,653

The results for the period are wholly attributable to the continuing operations of the company

There are no recognised gains and losses for the current and preceding financial year other than as stated in the profit and loss account. Accordingly, no separate statement of total recognised gains and losses is presented

## BALANCE SHEET At 31 March 2010

	Note	2	010	2	009
		£'000	£'000	£'000	£'000
FIXED ASSETS					
Tangible assets	5		316		230
CURRENT ASSETS					
Stocks	6	2,342		2,288	
Debtors	7	15,064		12,110	
Cash at bank and in hand		11,003		10,465	
		28,409		24,863	
CREDITORS: AMOUNTS FALLING DUE					
WITHIN ONE YEAR	8	(18,186)		(16,090)	
NET CURRENT ASSETS		<del></del>	10,223		8,773
NEW ACCIONO			10.520		0.002
NET ASSETS			10,539		9,003
CARLEAL AND DESCRIPTION					
CAPITAL AND RESERVES			150		150
Called up share capital	9		150		150
Profit and loss account	10		10,389		8,853
SHAREHOLDERS' FUNDS			10,539		9,003
			<u> </u>		

The financial statements of EPS Group Limited, company registration number 01158387, were approved by the board on 12 July 2010

W Robson Director

### NOTES TO THE FINANCIAL STATEMENTS Year ended 31 March 2010

#### 1. ACCOUNTING POLICIES

The financial statements are prepared in accordance with applicable United Kingdom accounting standards. The particular accounting policies adopted, which have been applied consistently throughout the current and the prior financial year are described below.

#### Accounting convention

The financial statements are prepared under the historical cost convention

#### Going concern

The financial statements have been prepared under the going concern basis as discussed on page 3

#### Turnover

Turnover represents the total, excluding sales taxes, receivable in respect of goods and services supplied All turnover arises within the United Kingdom, from the company's principal activity Revenue is recognised as services are delivered

#### Stocks and work in progress

Stocks and work in progress are valued at the lower of cost and net realisable value. Net realisable value is estimated selling price less further costs expected to be incurred to completion and sale. For work in progress, cost includes direct materials, direct labour and an appropriate proportion of fixed and variable overheads.

#### Long term contracts

The amount of profit attributable to the stage of completion of a long term contract, as defined in Statement of Standard Accounting Practice No 9, is recognised when the outcome of the contract can be foreseen with reasonable certainty Turnover for such contracts is stated at the cost appropriate to their stage of completion plus attributable profits, less amounts recognised in previous years Provision is made for any losses as soon as they are foreseen

Amounts recoverable on contracts are included in debtors, and represent turnover recognised in excess of payments on account

#### Tangible fixed assets and depreciation

Tangible fixed assets are stated at cost less depreciation. 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 life, as follows

Leasehold property improvements Fixtures, Fittings and Equipment

over the term of the lease 33% per annum straight-line

## NOTES TO THE FINANCIAL STATEMENTS Year ended 31 March 2010

#### 1. ACCOUNTING POLICIES (continued)

#### Tax

Current tax is provided at amounts expected to be paid (or recovered) using the tax rates and laws that have been enacted or substantively enacted at the balance sheet date

Deferred tax is provided in full on timing differences that result in an obligation at the balance sheet date to pay more tax, or a right to pay less tax, at a future date, at rates expected to apply when they crystallise based on current tax rates and law. Timing differences arise from the inclusion of items of income and expenditure in taxation computations in periods different from those in which they are included in the financial statements. Deferred tax is not provided on timing differences arising from the revaluation of fixed assets where there is no commitment to sell the asset, or on unremitted earnings of subsidiaries and associates where there is no commitment to remit these earnings. Deferred tax assets are recognised to the extent that it is regarded as more likely than not that they will be recovered. Deferred tax assets and liabilities are not discounted.

#### Pension costs

The company operates defined contribution pension schemes. The assets of the schemes are held separately from those of the company in independently administered funds. The amount charged to the profit and loss account represents the contributions payable to the scheme in respect of the accounting period.

#### Share-based payment

The company participates in a number of employee share option schemes. For all grants of share options, the fair value as at the date of grant is calculated using the Black-Scholes model and the corresponding expense is recognised when the company estimates that there is a reasonable likelihood of the options vesting

### Cash flow statement

The company has taken the exemption from the requirement to prepare a cash flow statement, as it is included within the consolidated financial statements of MITIE Group PLC and greater than 90% of the voting rights of the company are held by MITIE Group PLC

## NOTES TO THE FINANCIAL STATEMENTS Year ended 31 March 2010

## 2. OPERATING PROFIT

Operating profit is stated after charging	2010 £'000	2009 £'000
Depreciation of owned assets Operating lease rentals	135	72
- plant and machinery - other assets	2 1,498	7 1,237
Auditors' remuneration - audit	68	56
- other	-	8

The auditors' remuneration figure above included audit fees borne on behalf of EPS Group Limited

There were no fees payable to Deloitte LLP and their associates for non-audit services during the year

3.	INTEREST RECEIVABLE	2010 £'000	2009 £'000
	Bank interest	208	482
	Other interest	-	3
		208	485

## NOTES TO THE FINANCIAL STATEMENTS Year ended 31 March 2010

#### 4. TAX ON PROFIT ON ORDINARY ACTIVITIES

(a) Analysis of charge in year	2010 £'000	2009 £'000
United Kingdom corporation tax at 28% (2009 28%) Adjustment in respect of prior periods	895	1,033 (3)
Total current tax (note 4(b))	895	1,030
Deferred taxation Timing differences - origination and reversal	(462)	19
Tax on profit on ordinary activities	433	1,049

## (b) Factors affecting tax charge in year

The tax assessed for the period differs from that resulting from applying the standard rate of corporation tax in the UK of 28% (2009 28%) The differences are as follows

	£'000	£'000
Profit on ordinary activities before tax	1,538	3,702
	£'000	£'000
Tax charge at 28% (2009 28%) thereon	431	1,037
Expenses not deductible for tax purposes	347	13
Depreciation less than capital allowances	(7)	(13)
Relief in respect of employee share options	(223)	-
Other timing differences	347	(4)
Adjustment in respect of prior periods	-	(3)
Current tax charge for the year (note 4(a))	895	1,030

## (c) Factors affecting future tax charges

The company is not aware of any factors that will materially affect the future tax charge apart from the proposed, phased reduction in corporation tax rates to 24% by 2015 which has not yet been enacted

## NOTES TO THE FINANCIAL STATEMENTS Year ended 31 March 2010

## 5. TANGIBLE FIXED ASSETS

TANGIBLE FIXED ASSETS			
	Leasehold improvements £'000	Fixtures, fittings and equipment £'000	Total £'000
Cost			
At 1 April 2009	154	405	559
Additions	72	149	221
At 31 March 2010	226	554	780
Depreciation			
At 1 April 2009	20	309	329
Charge for the year	51	84	135
At 31 March 2010	71	393	464
Net book value			
At 31 March 2010	155	161	316
At 31 March 2009	134	96	230
STOCK AND WORK IN PROGRESS		2010	2009
		£,000	£'000
Stock		125	120
Work in progress		2,217	2,168
		2,342	2,288
	At 1 April 2009 Additions  At 31 March 2010  Depreciation At 1 April 2009 Charge for the year  At 31 March 2010  Net book value At 31 March 2010  At 31 March 2009  STOCK AND WORK IN PROGRESS	Cost At 1 April 2009 154 Additions 72  At 31 March 2010 226  Depreciation At 1 April 2009 20 Charge for the year 51  At 31 March 2010 71  Net book value At 31 March 2010 155  At 31 March 2009 154  At 31 March 2010 155  STOCK AND WORK IN PROGRESS	Leasehold improvements

## NOTES TO THE FINANCIAL STATEMENTS Year ended 31 March 2010

7.	DEBTORS	2010 £'000	2009 £'000
	Trade debtors	11,794	8,865
	Amounts owed to group undertakings	1,994	1,994
	Amounts recoverable on long-term contracts	352	874
	Other debtors	194	115
	Prepayments and accrued income	148	142
	Deferred tax asset	582	120
		15,064	12,110

A net deferred tax asset of £582,000 has been recognised at 31 March 2010 (2009 £120,000) This asset relates to depreciation in excess of capital allowances and other short-term timing differences. The directors are of the opinion that suitable profits will be available in the periods in which these differences will reverse. The amount credited to the profit and loss account in the year was £462,000 (2009 £19,000 charge)

8.	CREDITORS: AMOUNTS FALLING DUE WITHIN ONE YEAR	2010 £'000	2009 £'000
	Trade creditors	12,059	12,149
	Amounts owed to group undertakings	1,092	1,093
	Corporation tax payable	674	197
	Other taxes and social security costs	1,754	975
	Other creditors	1,925	170
	Accruals and deferred income	682	516
	Payments on account	-	557
	Group relief payable	-	433
		18,186	16,090
9.	CALLED UP SHARE CAPITAL	2010 £'000	2009 £'000
	Allotted,, fully paid and issued 150,000 £1 Ordinary shares	150	150

## NOTES TO THE FINANCIAL STATEMENTS Year ended 31 March 2010

10	PROFIT AND LOSS ACCOUNT		
		Profit	
		and loss	
		account	
		£'000	
	At 1 April 2009	8,853	
	Retained profit for the financial year	1,105	
	Capital contribution relating to share-based payments	431	
	At 31 March 2010	10,389	
		<del></del>	
11.	RECONCILIATION OF MOVEMENTS IN SHAREHOLDERS' FUNDS	2010 £'000	2009 £'000
	Profit for the financial year	1,105	2,653
	Dividends paid	<del>-</del>	(1,000)
	Capital contribution relating to share-based payments	431	
	Net addition to shareholders' funds	1,536	1,653
	Opening shareholders' funds	9,003	7,350
	Closing shareholders' funds	10,539	9,003

#### 12. FINANCIAL COMMITMENTS

The company has annual lease commitments under non-cancellable operating leases as detailed below

2	010		2009
Land and buildings £'000	Other £'000	Land and buildings £'000	Other £'000
52	116	108	190
105	837	121	559
157	953	229	749
	Land and buildings £'000	buildings	Land and buildings         Other £'000         Land and buildings           £'000         £'000         £'000

## Commitments on behalf of the group undertakings

The company is party with other group undertakings to cross-guarantees of each other's bank overdrafts and loans As at 31 March 2010, the overall commitment was £109 million (2009 £10 million)

# NOTES TO THE FINANCIAL STATEMENTS Year ended 31 March 2010

13.	DIRECTORS	2010 £'000	2009 £'000
	Directors' emoluments	772	600
	Pension contributions	38	29
		810	629
		No	No.
	The number of directors who were members of money purchase schemes	9	7
	The number of directors who exercised share options during the year	7	-
	Fees and emoluments disclosed above (excluding pension		
	contributions) include amounts paid to	£'000	£'000
	The highest paid director	99	98

## 14. EMPLOYEES

## Number of employees

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

	2010	2009
	No.	No.
Administration	237	192
Engineering	290	243
	527	435
Employment costs	£'000	£'000
Wages and salaries	15,214	12,796
Social security costs	1,572	1,320
Other pension costs	233	207
	17,019	14,323
	····	

## NOTES TO THE FINANCIAL STATEMENTS Year ended 31 March 2010

## 15 SHARE-BASED PAYMENT

The company participates in an employee share option scheme

Details of the share options outstanding during the year are as follows

	2	2010 Weighted	2	2009 Weighted
	Number of share options	average exercise price (in p)	Number of share options	average exercise price (ın p)
Outstanding at beginning of the year	209,832	128	100,000	1
Granted during the year	45,000	295	137,682	196
Forfeited during the year	(22,350)	1	(17,850)	4
Exercised during the year	(232,482)	173	(10,000)	5
Outstanding at end of the year	-	-	209,832	128
Exercisable at end of the year	-	-	<u>.</u>	-

## NOTES TO THE FINANCIAL STATEMENTS Year ended 31 March 2010

#### 15. SHARE-BASED PAYMENT (continued)

The company recognised the following expenses related to share-based payment

	2010 £'000	2009 £'000
Exercise of share options	431	_
	<del></del>	
	431	-

The weighted average share price at the date of exercise for share options exercised during the period was 701p (2009 not applicable)

There were no options outstanding at 31 March 2010 The options outstanding at 31 March 2009 had a weighted average exercise price of 128p and a weighted average remaining contractual life of 8 55 years

In the year ended 31 March 2010, options were granted in May 2009 The aggregate of the estimated fair values of the options granted on that date is £132,750

In the year ended 31 March 2009, options were granted in May 2008 and July 2008 The aggregate of the estimated fair values of the options granted on those dates is £202,907

The fair value of options is measured by use of the Black-Scholes models The inputs into the Black-Scholes model are as follows

	2010	2009
Share price (p)	-	3 00
Exercise price (p)	-	2 52
Expected volatility (%)	-	50
Expected life (years)	-	9 81
Risk-free rate (%)	-	3 0

Expected volatility was based on historical volatility over the expected life of the schemes. The expected life is based upon historical data and has been adjusted based on management's best estimates for the effects of non-transferability, exercise restrictions and behavioural considerations.

There is no market available for shares or options, and hence the options are valued on the basis that a vesting condition would occur before the expiry of the options

## NOTES TO THE FINANCIAL STATEMENTS Year ended 31 March 2010

#### 16. PENSION ARRANGEMENTS

The pension cost charge represents contributions payable by the company into defined contribution pension schemes and amounted to £233,000 (2009 £207,000) Contributions totalling £2,000 (2009 £1,000) were payable at the year end and are included in creditors

## 17. ULTIMATE PARENT UNDERTAKING AND CONTROLLING PARTY

The directors regard MITIE Group PLC, a company registered in Scotland, as the company's ultimate parent undertaking and controlling party. The immediate controlling party is Environmental Property Services Limited MITIE Group PLC is the largest group for which group accounts are prepared. Copies of these financial statements can be obtained from the company secretary at the registered office.

## 18 RELATED PARTY TRANSACTIONS

There were no transactions with related parties that require disclosure under FRS 8