

Company Registration No. 03014472 (England and Wales)

GLOBAL INTERNATIONAL TRADING LIMITED
ANNUAL REPORT AND FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 DECEMBER 2018

GLOBAL INTERNATIONAL TRADING LIMITED

COMPANY INFORMATION

Directors	Mr J Albertini Mr M Van Dongen Mr J C Felicita
Company number	03014472
Registered office	3 Williamsport Way New Lion Barn Industrial Estate Needham Market Ipswich Suffolk IP6 8RW
Auditor	Ensors Accountants LLP Cardinal House 46 St Nicholas Street Ipswich Suffolk IP1 1TT
Business address	3 Williamsport Way New Lion Barn Industrial Estate Needham Market Ipswich Suffolk IP6 8RW

GLOBAL INTERNATIONAL TRADING LIMITED

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GLOBAL INTERNATIONAL TRADING LIMITED

STRATEGIC REPORT

FOR THE YEAR ENDED 31 DECEMBER 2018

The directors present the strategic report for the year ended 31 December 2018.

Fair review of the business

The past 12 months have seen the anticipated growth of the business in regard to turnover. Margins have remained under considerable pressure with the continuing volatility of currency markets. The Company continues its focus on increasing manufacturing, expanding the product portfolio and improving efficiencies throughout the business. The Company also continues to look for new geographical markets to expand into.

PRINCIPAL RISKS AND UNCERTAINTIES FACING THE BUSINESS

Management continually monitor the key risks facing the Company together with assessing the controls used for managing these risks. The board of directors formally reviews and documents the principal risks facing the business at least annually.

The principal risks and uncertainties facing the Company are as follows:

- **Economic downturn** – *The Company acknowledges the importance of maintaining close relationships with its key customers in order to be able to identify the early signs of potential financial difficulties. Sales trends in its major markets are constantly reviewed to enable early action to be taken in the event of sales declining.*
- **Competitor pressure** – *The market in which the Company operates is considered to be relatively competitive, and therefore competitor pressure could result in losing sales to key competitors. The company manages this risk by providing quality products and maintaining strong relationships with its key customers.*
- **Reliance on key suppliers** – *The Company's purchasing activities could expose it to over reliance on certain suppliers and inflationary pricing pressure. The Company manages this risk by ensuring there is enough breadth in its supplier base and by constantly seeking to find potential alternative suppliers that may be used, if necessary.*
- **Loss of key personnel** – *This would present significant operational difficulties for the Company. Management seek to ensure that key personnel are appropriately remunerated to ensure that good performance is recognised.*
- **Exchange Rate Movements** – *The Company acquires a significant level of its stock from overseas suppliers in foreign currency. Movements in the exchange rates between currencies has the potential to impact the costs of the business.*
- **Financial risk management** – *The company adopts the principal policy of financing its working capital through retained earnings and through confidential invoice finance at the prevailing market interest rates.
The company is exposed to the usual credit and cash flow risk of selling on credit and manages this through strict credit control procedures. By adhering to stringent credit limits, established for each customer, based on a combination of payment history and by utilising the UK's largest credit insurance agency, this risk is minimised.*
- **Currency risk** – *With regard to the turnover, the company has a fairly limited exposure to foreign exchange risk, as only 10% is derived from non-sterling accounts. The exposure is certainly more evident with regard to the stock purchases, where a considerable proportion are transacted in US dollars. Payments are handled through a combination of spot and forward currency deals.*

Development and financial performance during the year

As reported in the profit and loss account, Turnover has shown growth of 6.8% from £13.8M to £14.7M in the current period. The gross margin has been maintained at 26% despite ongoing pressure on cost from continued volatility of the currency rates since the Brexit decision in June 2016. The post tax result shows a profit of £163K against last year's profit of £181K.

GLOBAL INTERNATIONAL TRADING LIMITED

STRATEGIC REPORT (CONTINUED)

FOR THE YEAR ENDED 31 DECEMBER 2018

Key performance indicators

Management use a range of performance measures to monitor and manage the business. The performance measures are split into financial and non-financial key performance indicators as set out below:

Turnover: The Company is looking to continually grow its revenue year on year

Gross Margin: The Company closely monitors the gross margin % as an indicator to ensure cost are controlled on its key products

Stock Turnover: The Company will monitor its stock turn to ensure stock on hand is always at the correct level

Financial position at the reporting date

The statement of financial position shows that the Company's net assets at the year-end have increased from the prior year to £2.24M compared to £2.07M. No dividend has been declared. The stock holding has decreased due to better planning while the debtor position is higher following a strong final quarter of 2018.

The company generated cash from operations of £349K and invested in £71K in fixed assets.

On behalf of the board

Mr J Albertini

Director

20 September 2019

Mr M Van Dongen

Director

20 September 2019

GLOBAL INTERNATIONAL TRADING LIMITED

DIRECTORS' REPORT

FOR THE YEAR ENDED 31 DECEMBER 2018

The directors present their annual report and financial statements for the year ended 31 December 2018.

Principal activities

The principal activities of the company continued to be those of the manufacture, installation and distribution of window blinds & window blind components.

Directors

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

Mr J Albertini
Mr M Van Dongen
Mr J C Felicita

Results and dividends

The results for the year are set out on page 8.

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

Treasury operations and financial instruments

The Company operates a centralised treasury function which is responsible for managing the liquidity, interest and foreign currency risks associated with the Company's activities. The Company's principal financial instruments include invoice and stock financing, the main purpose of which is to raise finance for the Company's operations. In addition, the Company has various other financial assets and liabilities such as trade receivables and trade payables arising directly from its operations.

Future developments

The directors consider that the forthcoming financial year will be another year of challenging trading conditions. Their aim is to continue to implement the management policies which have been introduced in recent years in relation to increasing turnover and margins. Overall the directors believe that the Company is well placed in terms of strategic and market position to maximise its ability to generate sales and satisfy customer demand, in spite of the difficult economic conditions currently facing the business.

Auditor

The auditor, Ensors Accountants LLP, are deemed to be reappointed under section 487(2) of the Companies Act 2006.

Statement of disclosure to auditor

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

On behalf of the board

Mr J Albertini
Director
20 September 2019

Mr M Van Dongen
Director
20 September 2019

GLOBAL INTERNATIONAL TRADING LIMITED

DIRECTORS' RESPONSIBILITIES STATEMENT

FOR THE YEAR ENDED 31 DECEMBER 2018

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;
- 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.

GLOBAL INTERNATIONAL TRADING LIMITED

INDEPENDENT AUDITOR'S REPORT

TO THE MEMBERS OF GLOBAL INTERNATIONAL TRADING LIMITED

Opinion

We have audited the financial statements of Global International Trading Limited (the 'company') for the year ended 31 December 2018 which comprise the statement of comprehensive income, the statement of financial position, the statement of changes in equity, the statement of cash flows 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 FRS 102 *The Financial Reporting Standard applicable in the UK and Republic of Ireland* (United Kingdom Generally Accepted Accounting Practice).

In our opinion the financial statements:

- give a true and fair view of the state of the company's affairs as at 31 December 2018 and of its profit for the year then ended;
- have been properly prepared in accordance with United Kingdom Generally Accepted Accounting Practice; and
- have been prepared in accordance with the requirements of the Companies Act 2006.

Basis for opinion

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

Conclusions relating to going concern

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 included in the annual report, other than the financial statements and our auditor's report 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 our audit:

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

GLOBAL INTERNATIONAL TRADING LIMITED

INDEPENDENT AUDITOR'S REPORT (CONTINUED)

TO THE MEMBERS OF GLOBAL INTERNATIONAL TRADING 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 and the directors' report.

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 directors' responsibilities statement, the directors are responsible for the preparation of the financial statements and for being satisfied that they give a true and fair view, and for such internal control as the directors determine is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

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

Auditor's responsibilities for the audit of the financial statements

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

A further description of our responsibilities for the audit of the financial statements is located on the Financial Reporting Council's website at: <http://www.frc.org.uk/auditorsresponsibilities>. This description forms part of our auditor's report.

GLOBAL INTERNATIONAL TRADING LIMITED

INDEPENDENT AUDITOR'S REPORT (CONTINUED)

TO THE MEMBERS OF GLOBAL INTERNATIONAL TRADING LIMITED

Use of our report

This report is made solely to the company's members, as a body, in accordance with Chapter 3 of Part 16 of the Companies Act 2006. Our audit work has been undertaken so that we might state to the company's members those matters we are required to state to them in an auditor's report and for no other purpose. To the fullest extent permitted by law, we do not accept or assume responsibility to anyone other than the company and the company's members, as a body, for our audit work, for this report, or for the opinions we have formed.

Barry Gostling (Senior Statutory Auditor)
for and on behalf of Ensors Accountants LLP

30 September 2019

Chartered Accountants
Statutory Auditor

Cardinal House
46 St Nicholas Street
Ipswich
Suffolk
IP1 1TT

GLOBAL INTERNATIONAL TRADING LIMITED

STATEMENT OF COMPREHENSIVE INCOME

FOR THE YEAR ENDED 31 DECEMBER 2018

	Notes	2018 £	2017 £
Turnover	3	14,711,368	13,768,483
Cost of sales		(10,914,002)	(10,151,312)
Gross profit		3,797,366	3,617,171
Distribution costs		(1,069,606)	(767,521)
Administrative expenses		(2,675,788)	(2,276,449)
Operating profit	4	51,972	573,201
Interest receivable and similar income	7	5,050	2,914
Interest payable and similar expenses	8	(92,638)	(79,470)
Amounts written off loans	9	120,944	(217,778)
Profit before taxation		85,328	278,867
Tax on profit	10	77,401	(98,202)
Profit for the financial year		162,729	180,665

The income statement has been prepared on the basis that all operations are continuing operations.

GLOBAL INTERNATIONAL TRADING LIMITED

STATEMENT OF FINANCIAL POSITION

AS AT 31 DECEMBER 2018

	Notes	2018 £	£	2017 £	£
Fixed assets					
Tangible assets	13		1,343,507		1,321,520
Current assets					
Stocks	15	3,133,540		3,364,517	
Debtors	16	2,746,347		2,576,822	
Cash at bank and in hand		155,172		23,429	
		<u>6,035,059</u>		<u>5,964,768</u>	
Creditors: amounts falling due within one year	17	<u>(4,486,950)</u>		<u>(4,568,738)</u>	
Net current assets			<u>1,548,109</u>		<u>1,396,030</u>
Total assets less current liabilities			<u>2,891,616</u>		<u>2,717,550</u>
Creditors: amounts falling due after more than one year	18		(564,358)		(563,596)
Provisions for liabilities	21		(88,463)		(77,888)
Net assets			<u>2,238,795</u>		<u>2,076,066</u>
Capital and reserves					
Called up share capital	24		5,000		5,000
Profit and loss reserves			<u>2,233,795</u>		<u>2,071,066</u>
Total equity			<u>2,238,795</u>		<u>2,076,066</u>

The financial statements were approved by the board of directors and authorised for issue on 25 September 2019 and are signed on its behalf by:

Mr J Albertini
Director

Mr M Van Dongen
Director

Company Registration No. 03014472

GLOBAL INTERNATIONAL TRADING LIMITED

STATEMENT OF CHANGES IN EQUITY FOR THE YEAR ENDED 31 DECEMBER 2018

		Share capital	Profit and loss reserves	Total
	Notes	£	£	£
Balance at 1 January 2017		5,000	2,330,523	2,335,523
Year ended 31 December 2017:				
Profit and total comprehensive income for the year		-	180,665	180,665
Dividends	11	-	(440,122)	(440,122)
Balance at 31 December 2017		5,000	2,071,066	2,076,066
Year ended 31 December 2018:				
Profit and total comprehensive income for the year		-	162,729	162,729
Balance at 31 December 2018		5,000	2,233,795	2,238,795

GLOBAL INTERNATIONAL TRADING LIMITED

STATEMENT OF CASH FLOWS

FOR THE YEAR ENDED 31 DECEMBER 2018

		2018	2017
	Notes	£	£
Cash flows from operating activities			
Cash generated from operations	29	441,639	406,892
Interest paid		(92,638)	(79,470)
Income taxes refunded/(paid)		98	(36,872)
Net cash inflow from operating activities		<u>349,099</u>	<u>290,550</u>
Investing activities			
Purchase of tangible fixed assets		(71,382)	(63,132)
Proceeds on disposal of tangible fixed assets		20,570	3,000
Movement on loan provisions		120,944	(217,778)
Interest received		5,050	2,914
Net cash generated from/(used in) investing activities		<u>75,182</u>	<u>(274,996)</u>
Financing activities			
Proceeds of new bank loans		-	950,000
Repayment of bank loans		(235,504)	(504,764)
Payment of finance leases obligations		(57,034)	(35,733)
Dividends paid		-	(440,122)
Net cash used in financing activities		<u>(292,538)</u>	<u>(30,619)</u>
Net increase/(decrease) in cash and cash equivalents		<u>131,743</u>	<u>(15,065)</u>
Cash and cash equivalents at beginning of year		<u>23,429</u>	<u>38,494</u>
Cash and cash equivalents at end of year		<u><u>155,172</u></u>	<u><u>23,429</u></u>

GLOBAL INTERNATIONAL TRADING LIMITED

NOTES TO THE FINANCIAL STATEMENTS

FOR THE YEAR ENDED 31 DECEMBER 2018

1 Accounting policies

Company information

Global International Trading Limited is a private company limited by shares incorporated in England and Wales. The registered office is 3 Williamsport Way, New Lion Barn Industrial Estate, Needham Market, Ipswich, Suffolk, IP6 8RW.

1.1 Accounting convention

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

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

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

1.2 Going concern

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

1.3 Turnover

The turnover shown in the profit and loss account represents amounts invoiced during the year, and is recognised at the invoice date.

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

1.4 Intangible fixed assets - goodwill

Acquired goodwill is written off in equal annual instalments over its estimated useful economic life.

1.5 Tangible fixed assets

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

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

Land and buildings Freehold	2% straight line
Plant and machinery	25% reducing balance
Fixtures, fittings & equipment	25% reducing balance
Motor vehicles	25% reducing balance

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

GLOBAL INTERNATIONAL TRADING LIMITED

NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

FOR THE YEAR ENDED 31 DECEMBER 2018

1 Accounting policies

(Continued)

1.6 Impairment of fixed assets

At each reporting end date, the company reviews the carrying amounts of its tangible assets to determine whether there is any indication that those assets have suffered an impairment loss. If any such indication exists, the recoverable amount of the asset is estimated in order to determine the extent of the impairment loss (if any).

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

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

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

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

1.7 Stocks

Stocks are stated at the lower of cost and estimated selling price less costs to complete and sell. Cost comprises direct materials and, where applicable, direct labour costs and those overheads that have been incurred in bringing the stocks to their present location and condition.

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

1.8 Cash and cash equivalents

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

GLOBAL INTERNATIONAL TRADING LIMITED

NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

FOR THE YEAR ENDED 31 DECEMBER 2018

1 Accounting policies

(Continued)

1.9 Financial instruments

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

Financial instruments are recognised in the company's statement of financial position when the company becomes party to the contractual provisions of the instrument.

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

Basic financial assets

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

Other financial assets

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

Impairment of financial assets

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

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

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

Derecognition of financial assets

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

Classification of financial liabilities

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

GLOBAL INTERNATIONAL TRADING LIMITED

NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

FOR THE YEAR ENDED 31 DECEMBER 2018

1 Accounting policies

(Continued)

Basic financial liabilities

Basic financial liabilities, including trade and other payables, bank loans and loans from fellow group companies that are classified as debt, are initially recognised at transaction price unless the arrangement constitutes a financing transaction, where the debt instrument is measured at the present value of the future receipts discounted at a market rate of interest.

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

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

Other financial liabilities

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

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

Derecognition of financial liabilities

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

1.10 Equity instruments

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

1.11 Derivatives

Derivatives are initially recognised at fair value at the date a derivative contract is entered into and are subsequently remeasured to fair value at each reporting end date. The resulting gain or loss is recognised in profit or loss immediately unless the derivative is designated and effective as a hedging instrument, in which event the timing of the recognition in profit or loss depends on the nature of the hedge relationship.

A derivative with a positive fair value is recognised as a financial asset, whereas a derivative with a negative fair value is recognised as a financial liability.

1.12 Taxation

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

Current tax

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

GLOBAL INTERNATIONAL TRADING LIMITED

NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

FOR THE YEAR ENDED 31 DECEMBER 2018

1 Accounting policies

(Continued)

Deferred tax

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

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

1.13 Employee benefits

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

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

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

1.14 Retirement benefits

The company operates a defined contribution pension scheme for employees. The assets of the scheme are held separately from those of the company. The annual contributions payable are charged to the profit or loss.

1.15 Leases

Leases are classified as finance leases whenever the terms of the lease transfer substantially all the risks and rewards of ownership to the lessees. All other leases are classified as operating leases.

Assets held under finance leases are recognised as assets at the lower of the assets fair value at the date of inception and the present value of the minimum lease payments. The related liability is included in the statement of financial position as a finance lease obligation. Lease payments are treated as consisting of capital and interest elements. The interest is charged to profit or loss so as to produce a constant periodic rate of interest on the remaining balance of the liability.

Rentals payable under operating leases, including any lease incentives received, are charged to profit or loss on a straight line basis over the term of the relevant lease except where another more systematic basis is more representative of the time pattern in which economic benefits from the leases asset are consumed.

1.16 Foreign exchange

Monetary assets and liabilities denominated in foreign currencies are translated into sterling at the rates of exchange ruling at the balance sheet date. Transactions in foreign currencies are recorded at the rate ruling at the date of the transaction. All differences are taken to profit and loss account.

GLOBAL INTERNATIONAL TRADING LIMITED

NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

FOR THE YEAR ENDED 31 DECEMBER 2018

1 Accounting policies

(Continued)

1.17 Financial instruments

Financial instruments are classified and accounted for, according to the substance of the contractual arrangement, as either financial assets, financial liabilities or equity instruments. An equity instrument is any contract that evidences a residual interest in the assets of the company after deducting all of its liabilities.

2 Judgements and key sources of estimation uncertainty

In the application of the company's accounting policies, the directors are required to make judgements, estimates and assumptions about the carrying amount of assets and liabilities that are not readily apparent from other sources. The estimates and associated assumptions are based on historical experience and other factors that are considered to be relevant. Actual results may differ from these estimates.

The estimates and underlying assumptions are reviewed on an ongoing basis. Revisions to accounting estimates are recognised in the period in which the estimate is revised where the revision affects only that period, or in the period of the revision and future periods where the revision affects both current and future periods.

Key sources of estimation uncertainty

The estimates and assumptions which have a significant risk of causing a material adjustment to the carrying amount of assets and liabilities are as follows.

Stock provisioning

The company sells window covering solutions which is subject to changing consumer demands and fashions. As a result it is necessary to consider the recoverability of the cost of the stock and the associated provisioning required. When calculating the provision, management considers the nature and age of the stock as well as applying assumptions around anticipated saleability of stock.

Impairment of debtors

The company makes an estimate of the recoverable value of trade and other debtors. When assessing impairment of trade and other debtors, management considers factors including the current credit rating of the debtor, the aging profile of debtors, whether covered by insurance and historical experience.

3 Turnover and other revenue

An analysis of the company's turnover is as follows:

	2018 £	2017 £
Turnover analysed by class of business		
Window covering solutions	14,711,368	13,768,483
	<u> </u>	<u> </u>
	2018 £	2017 £
Other significant revenue		
Interest income	5,050	2,914
	<u> </u>	<u> </u>

GLOBAL INTERNATIONAL TRADING LIMITED

NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

FOR THE YEAR ENDED 31 DECEMBER 2018

3 Turnover and other revenue (Continued)

	2018 £	2017 £
Turnover analysed by geographical market		
United Kingdom	13,781,294	13,248,841
Rest of world	930,074	519,642
	<u>14,711,368</u>	<u>13,768,483</u>

4 Operating profit

	2018 £	2017 £
Operating profit for the year is stated after charging/(crediting):		
Exchange losses/(gains)	26,444	(2,944)
Fees payable to the company's auditor for the audit of the company's financial statements	12,000	11,550
Depreciation of owned tangible fixed assets	96,389	97,075
Depreciation of tangible fixed assets held under finance leases	65,629	40,686
Profit on disposal of tangible fixed assets	(17,067)	(1,654)
Cost of stocks recognised as an expense	8,447,781	7,905,350
Operating lease charges	117,286	102,244
	<u>117,286</u>	<u>102,244</u>

Exchange differences recognised in profit or loss during the year, except for those arising on financial instruments measured at fair value through profit or loss, amounted to £26,444 (2017 - £2,944).

5 Employees

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

	2018 Number	2017 Number
Production staff	115	104
Administration staff	33	31
	<u>148</u>	<u>135</u>

GLOBAL INTERNATIONAL TRADING LIMITED

NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

FOR THE YEAR ENDED 31 DECEMBER 2018

5 Employees (Continued)

Their aggregate remuneration comprised:

	2018 £	2017 £
Wages and salaries	2,988,929	2,579,936
Social security costs	231,842	202,687
Pension costs	32,729	18,169
	<u>3,253,500</u>	<u>2,800,792</u>

6 Directors' remuneration

	2018 £	2017 £
Remuneration for qualifying services	212,500	219,031
Company pension contributions to defined contribution schemes	766	548
	<u>213,266</u>	<u>219,579</u>

The number of directors for whom retirement benefits are accruing under defined contribution schemes amounted to 2 (2017 - 2).

Remuneration disclosed above include the following amounts paid to the highest paid director:

	2018 £	2017 £
Remuneration for qualifying services	152,500	152,500
Company pension contributions to defined contribution schemes	65	163
	<u>152,565</u>	<u>152,663</u>

7 Interest receivable and similar income

	2018 £	2017 £
Interest income		
Interest receivable from group companies	5,050	2,914
	<u>5,050</u>	<u>2,914</u>
Investment income includes the following:		
Interest on financial assets not measured at fair value through profit or loss	5,050	2,914
	<u>5,050</u>	<u>2,914</u>

GLOBAL INTERNATIONAL TRADING LIMITED

NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

FOR THE YEAR ENDED 31 DECEMBER 2018

8 Interest payable and similar expenses

	2018 £	2017 £
Interest on financial liabilities measured at amortised cost:		
Interest on bank overdrafts and loans	81,868	73,070
Other finance costs:		
Interest on finance leases and hire purchase contracts	10,770	6,400
	<u>92,638</u>	<u>79,470</u>

9 Amounts written off loans

	2018 £	2017 £
Amounts written off related party loans	(120,944)	217,778
	<u></u>	<u></u>

10 Taxation

	2018 £	2017 £
Current tax		
UK corporation tax on profits for the current period	(87,976)	87,793
	<u></u>	<u></u>
Deferred tax		
Origination and reversal of timing differences	10,575	10,409
	<u></u>	<u></u>
Total tax (credit)/charge	<u>(77,401)</u>	<u>98,202</u>

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

	2018 £	2017 £
Profit before taxation	<u>85,328</u>	<u>278,867</u>
Expected tax charge based on the standard rate of corporation tax in the UK of 19.00% (2017: 19.25%)	16,212	53,682
Tax effect of expenses that are not deductible in determining taxable profit	210	42,657
Adjustments in respect of prior years	(87,977)	-
Effect of change in corporation tax rate	(1,243)	(1,642)
Group relief	(7,923)	-
Depreciation on assets not qualifying for tax allowances	3,320	3,505
	<u></u>	<u></u>
Taxation (credit)/charge for the year	<u>(77,401)</u>	<u>98,202</u>

GLOBAL INTERNATIONAL TRADING LIMITED

NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

FOR THE YEAR ENDED 31 DECEMBER 2018

11 Dividends

	2018 £	2017 £
Final paid	-	440,122

12 Intangible fixed assets

	Goodwill £
Cost	
At 1 January 2018 and 31 December 2018	21,300
Amortisation and impairment	
At 1 January 2018 and 31 December 2018	21,300
Carrying amount	
At 31 December 2018	-
At 31 December 2017	-

13 Tangible fixed assets

	Land and buildings Freehold £	Plant and machinery £	Fixtures, fittings & equipment £	Motor vehicles £	Total £
Cost					
At 1 January 2018	1,093,597	972,242	238,945	16,700	2,321,484
Additions	-	130,566	56,942	-	187,508
Disposals	-	(27,620)	(330)	-	(27,950)
At 31 December 2018	1,093,597	1,075,188	295,557	16,700	2,481,042
Depreciation and impairment					
At 1 January 2018	220,432	599,545	173,039	6,948	999,964
Depreciation charged in the year	18,212	117,692	23,676	2,438	162,018
Eliminated in respect of disposals	-	(24,252)	(195)	-	(24,447)
At 31 December 2018	238,644	692,985	196,520	9,386	1,137,535
Carrying amount					
At 31 December 2018	854,953	382,203	99,037	7,314	1,343,507
At 31 December 2017	873,165	372,697	65,906	9,752	1,321,520

GLOBAL INTERNATIONAL TRADING LIMITED

NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

FOR THE YEAR ENDED 31 DECEMBER 2018

13 Tangible fixed assets

(Continued)

The net carrying value of tangible fixed assets includes the following in respect of assets held under finance leases or hire purchase contracts.

	2018 £	2017 £
Plant and machinery	224,659	159,841
Motor vehicles	6,648	8,865
	<u>231,307</u>	<u>168,706</u>

14 Financial instruments

	2018 £	2017 £
Carrying amount of financial assets		
Debt instruments measured at amortised cost	<u>2,746,347</u>	<u>2,576,822</u>
Carrying amount of financial liabilities		
Measured at amortised cost	<u>4,611,066</u>	<u>4,616,587</u>

15 Stocks

	2018 £	2017 £
Finished goods and goods for resale	<u>3,133,540</u>	<u>3,364,517</u>

16 Debtors

	2018 £	2017 £
Amounts falling due within one year:		
Trade debtors	1,539,621	1,197,100
Amounts owed by group undertakings	745,850	958,132
Other debtors	460,876	421,590
	<u>2,746,347</u>	<u>2,576,822</u>

GLOBAL INTERNATIONAL TRADING LIMITED

NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

FOR THE YEAR ENDED 31 DECEMBER 2018

17 Creditors: amounts falling due within one year

	Notes	2018 £	2017 £
Bank loans	19	287,026	486,138
Obligations under finance leases	20	60,683	38,745
Trade creditors		794,839	1,281,436
Amounts owed to group undertakings		-	440,122
Corporation tax		-	87,878
Other taxation and social security		440,242	427,869
Other creditors		2,904,160	1,806,550
		<u>4,486,950</u>	<u>4,568,738</u>

Included within Other Creditors are borrowings in respect of an invoice financing and stock drawdown facility. These totalled £1,954,566 at 31 December 2018.

These borrowings are secured by a fixed and floating charge over the present and future assets of the Company.

18 Creditors: amounts falling due after more than one year

	Notes	2018 £	2017 £
Bank loans and overdrafts	19	409,400	445,792
Obligations under finance leases	20	154,958	117,804
		<u>564,358</u>	<u>563,596</u>

Bank loans and overdrafts are secured by a fixed and floating charge over the assets of the company.

Obligations under finance leases are secured on the fixed assets to which they relate.

Amounts included above which fall due after five years are as follows:

Payable by instalments	251,179	291,279
	<u>251,179</u>	<u>291,279</u>

19 Loans and overdrafts

	2018 £	2017 £
Bank loans	696,426	931,930
	<u>696,426</u>	<u>931,930</u>
Payable within one year	287,026	486,138
Payable after one year	409,400	445,792
	<u>409,400</u>	<u>445,792</u>

GLOBAL INTERNATIONAL TRADING LIMITED

NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

FOR THE YEAR ENDED 31 DECEMBER 2018

19 Loans and overdrafts

(Continued)

The loan is secured by a legal charge over the freehold property of the Company.

The Company obtained a bank loans totalling £950,000 during 2017 which are repayable in instalments over 12 years. The loan attracts interest at 2% over the base rate which is 0.75% at the year end.

20 Finance lease obligations

	2018	2017
	£	£
Future minimum lease payments due under finance leases:		
Within one year	60,683	38,745
In two to five years	154,958	117,804
	<u>215,641</u>	<u>156,549</u>

Finance lease payments represent rentals payable by the company for certain items of plant and machinery. Leases include purchase options at the end of the lease period, and no restrictions are placed on the use of the assets. The average lease term is five years. All leases are on a fixed repayment basis and no arrangements have been entered into for contingent rental payments.

21 Provisions for liabilities

	Notes	2018	2017
		£	£
Deferred tax liabilities	22	<u>88,463</u>	<u>77,888</u>

22 Deferred taxation

Deferred tax assets and liabilities are offset where the company has a legally enforceable right to do so. The following is the analysis of the deferred tax balances (after offset) for financial reporting purposes:

	Liabilities	Liabilities
	2018	2017
	£	£
Balances:		
Accelerated capital allowances	<u>88,463</u>	<u>77,888</u>
Movements in the year:		2018
		£
Liability at 1 January 2018		77,888
Charge to profit or loss		<u>10,575</u>
Liability at 31 December 2018		<u>88,463</u>

GLOBAL INTERNATIONAL TRADING LIMITED

NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

FOR THE YEAR ENDED 31 DECEMBER 2018

23 Retirement benefit schemes

	2018	2017
	£	£
Defined contribution schemes		
Charge to profit or loss in respect of defined contribution schemes	32,729	18,169

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

24 Share capital

	2018	2017
	£	£
Ordinary share capital		
Issued and fully paid		
5,000 Ordinary shares of £1 each	5,000	5,000

25 Operating lease commitments

Lessee

Operating lease payments represent rentals payable by the company for certain of its assets. Leases are negotiated for an average term of 3 years.

At the reporting end date the company had outstanding commitments for future minimum lease payments under non-cancellable operating leases, which fall due as follows:

	2018	2017
	£	£
Within one year	82,000	93,290
Between two and five years	16,775	86,925
	98,775	180,215

26 Capital commitments

At 31 December 2018, the company was committed to purchasing plant and machinery at a cost of €160,550. This cost has not been provided for in these financial statements. A cash deposit of €80,775 was paid prior to 31 December 2018 in respect of this asset and the prepayment will be capitalised when the asset is delivered.

GLOBAL INTERNATIONAL TRADING LIMITED

NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

FOR THE YEAR ENDED 31 DECEMBER 2018

27 Related party transactions

Remuneration of key management personnel

The remuneration of key management personnel, including directors, is as follows.

	2018 £	2017 £
Aggregate compensation	213,266	219,579

Transactions with related parties

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

	Sale of goods		Purchase of goods	
	2018 £	2017 £	2018 £	2017 £
Entities with control, joint control or significant influence over the company	-	-	141,901	132,928
Entities over which the entity has control, joint control or significant influence	80,121	83,034	231,108	20,476
	<u>80,121</u>	<u>83,034</u>	<u>373,009</u>	<u>153,404</u>

	2018 £	2017 £
Amounts written off loans		
Entities over which the entity has control, joint control or significant influence	(120,944)	225,524

The following amounts were outstanding at the reporting end date:

	2018 £	2017 £
Amounts owed to related parties		
Entities with control, joint control or significant influence over the company	232,337	671,310
Entities over which the entity has control, joint control or significant influence	74,443	-
	<u>306,780</u>	<u>671,310</u>

GLOBAL INTERNATIONAL TRADING LIMITED

NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

FOR THE YEAR ENDED 31 DECEMBER 2018

27 Related party transactions

(Continued)

The following amounts were outstanding at the reporting end date:

	2018 £	2017 £
Amounts owed by related parties		
Entities over which the entity has control, joint control or significant influence	734,990	527,598
Key management personnel	3,367	3,367
Other related parties	34,409	34,409
	<u>772,766</u>	<u>565,374</u>

The other related parties balance relates to a company under the control of the parent of Global International Trading Limited and a Global International Trading Limited director.

The Company has borrowing secured with a cross guarantee in place with fellow Group companies Global Mergers & Acquisitions Ltd and Global Blinds & Shutters Ltd.

28 Ultimate controlling party

At the year end the immediate and ultimate parent company is Global Mergers & Acquisitions Limited, a company registered in England and Wales.

The ultimate controlling parties are considered to be the directors by virtue of their shareholdings in the group.

29 Cash generated from operations

	2018 £	2017 £
Profit for the year after tax	162,729	180,665
Adjustments for:		
Taxation (credited)/charged	(77,401)	98,202
Finance costs	92,638	79,470
Investment income	(5,050)	(2,914)
Gain on disposal of tangible fixed assets	(17,067)	(1,654)
Depreciation and impairment of tangible fixed assets	162,018	137,761
Amounts written off investments	(120,944)	217,778
Movements in working capital:		
Decrease/(increase) in stocks	230,977	(431,366)
Increase in debtors	(169,525)	(565,990)
Increase in creditors	183,264	694,940
Cash generated from operations	<u>441,639</u>	<u>406,892</u>

This document was delivered using electronic communications and authenticated in accordance with the registrar's rules relating to electronic form, authentication and manner of delivery under section 1072 of the Companies Act 2006.