

Registered number
03128197

M & N TRADERS LIMITED

Report and Accounts

31 January 2013

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M & N TRADERS LIMITED
Report and accounts
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M & N TRADERS LIMITED
Company Information

Director

Mrs M K Kohli

Auditors

Zane Audit & Consulting Limited
925 Finchley Road
London
NW11 7PE

Bankers

St Albans Branch
2nd Floor
10 St Peter's Street

Registered office

925 Finchley Road
London NW11 7PE

Registered number

03128197

M & N TRADERS LIMITED**Registered number:**

03128197

Director's Report

The director presents her report and accounts for the year ended 31 January 2013

Principal activities

The company's principal activity during the year continued to be that of wholesale distribution of perfumery, toiletries, electrical and photographic goods and chemists sundries

Review of the business

The results for the year are set out on page 5. The director considers the profit achieved to be particularly good as the company has managed to increase its turnover and maintain its margins despite difficult trading conditions. The company has adequate resources to take advantage of business opportunities and the director considers the state of affairs to be generally good.

Financial instrument risk

The company operates within its agreed overdraft facility with its bankers. Most sales are to UK customers and all suppliers are based in the UK, the company therefore has no foreign exchange risks and has not entered into any hedging arrangements. The company is therefore only exposed to interest rate risk on its borrowings with the bank which based on the current level of borrowings is not regarded as significant. The company is currently reliant on overdraft facility from the bank and therefore has a cash flow and liquidity risk. The company is constantly reviewing and tightening its controls over debt collection. It also negotiates favourable payment terms with its suppliers on an ongoing basis. The bankers are satisfied with the company's strong performance and the director does not perceive any risk of any of the facilities being withdrawn.

Dividends

The director does not recommend any dividend for the year.

Directors

The following persons served as directors during the year:

Mrs M K Kohli

Political and charitable donations

During the year the company made charitable donations totalling £11101 (2012 - £12950)

Disclosure of information to auditors

The director confirms that:

- so far as she is aware, there is no relevant audit information of which the company's auditor is unaware, and
- she has taken all the steps that she ought to have taken as a director in order to make herself aware of any relevant audit information and to establish that the company's auditor is aware of that information.

This report was approved by the board on 27 October 2013 and signed by its order


N S Kohli
Secretary

M & N TRADERS LIMITED
Statement of Director's Responsibilities

The director is responsible for preparing the report and accounts in accordance with applicable law and regulations

Company law requires the director to prepare accounts for each financial year. Under that law the director has elected to prepare the accounts 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 accounts 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 accounts, the director is required to

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

The director is 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 her to ensure that the accounts comply with the Companies Act 2006. She is 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.

M & N TRADERS LIMITED
Independent auditors' Report

Independent auditors' report to M & N TRADERS LIMITED
under section 449 of the Companies Act 2006

We have examined the abbreviated accounts which comprise the modified Profit and Loss Account, abbreviated Balance Sheet, Cash Flow Forecast and the related notes, together with the full accounts of the company for the year ended 31 January 2013 prepared under section 396 of the Companies Act 2006

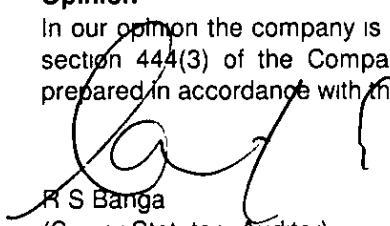
Respective responsibilities of directors and auditors

The directors are responsible for preparing the abbreviated accounts in accordance with section 444 of the Companies Act 2006. It is our responsibility to form an independent opinion as to whether the company is entitled to deliver abbreviated accounts to the Registrar of Companies and whether the abbreviated accounts have been properly prepared in accordance with the regulations made under that section and to report our opinion to you.

We conducted our work in accordance with Bulletin 2008/4 issued by the Auditing Practices Board. In accordance with that Bulletin we have carried out the procedures we considered necessary to confirm, by reference to the full accounts, that the company is entitled to deliver abbreviated accounts and that the abbreviated accounts are properly prepared.

Opinion

In our opinion the company is entitled to deliver abbreviated accounts prepared in accordance with section 444(3) of the Companies Act 2006, and the abbreviated accounts have been properly prepared in accordance with the regulations made under that section.



R S Banga
(Senior Statutory Auditor)
for and on behalf of
Zane Audit & Consulting Limited
Accountants and Statutory Auditors
27 October 2013

925 Finchley Road
London
NW11 7PE

M & N TRADERS LIMITED
Abbreviated Profit and Loss Account
for the year ended 31 January 2013

	Notes	2013 £	2012 £
Gross profit		<u>1,192,680</u>	<u>1,076,684</u>
Administrative expenses		(762,395)	(602,591)
Other operating income		-	1,661
Operating profit	2	<u>430,285</u>	<u>475,754</u>
Income from investments		-	-
Interest receivable		6	12
Interest payable	5	(16,614)	(11,879)
Profit on ordinary activities before taxation		<u>413,677</u>	<u>463,887</u>
Tax on profit on ordinary activities	6	(101,863)	(120,000)
Profit for the financial year		<u>311,814</u>	<u>343,887</u>

Continuing operations

None of the company's activities were acquired or discontinued during the above two financial

Statement of total recognised gains and losses

The company has no recognised gains or losses other than the profit for the above two financial

M & N TRADERS LIMITED
Balance Sheet
as at 31 January 2013

	Notes	2013 £	2012 £
Fixed assets			
Intangible assets		-	-
Tangible assets	7	151,971	142,373
Investments	8	194,987	194,987
		<u>346,958</u>	<u>337,360</u>
Current assets			
Stocks	9	2,210,526	2,027,969
Debtors	10	2,980,273	3,312,057
Investments held as current assets		-	-
Cash at bank and in hand		201,948	12,385
		<u>5,392,747</u>	<u>5,352,411</u>
Creditors. amounts falling due within one year	11	(2,872,016)	(3,218,397)
Net current assets		<u>2,520,731</u>	<u>2,134,014</u>
Total assets less current liabilities		<u>2,867,689</u>	<u>2,471,374</u>
Creditors: amounts falling due after more than one year	12	(296,117)	(211,616)
Net assets		<u>2,571,572</u>	<u>2,259,758</u>
Capital and reserves			
Called up share capital	13	1,000	1,000
Profit and loss account	14	2,570,572	2,258,758
Shareholders' funds	15	<u>2,571,572</u>	<u>2,259,758</u>

The accounts have been prepared in accordance with the provisions in Part 15 of the Companies Act 2006 applicable to companies subject to the small and medium sized companies regime



Mrs M K Kohli
Director

Approved by the board on 27 October 2013

M & N TRADERS LIMITED
Cash Flow Statement
for the year ended 31 January 2013

	Notes	2013 £	2012 £
Reconciliation of operating profit to net cash inflow from operating activities			
Operating profit		430,284	475,754
Depreciation and amortisation		22,377	23,304
Increase in stocks		(182,557)	(293,297)
Decrease/(increase) in debtors		331,784	(681,732)
Increase/(decrease) in creditors		140,506	(530,770)
Net cash inflow/(outflow) from operating activities		<u>742,394</u>	<u>(1,006,741)</u>
CASH FLOW STATEMENT			
Net cash inflow/(outflow) from operating activities		742,394	(1,006,741)
Returns on investments and servicing of finance	16	(16,607)	(11,867)
Taxation		(165,729)	(46)
Capital expenditure	16	<u>(31,975)</u>	<u>(155,919)</u>
		528,083	(1,174,573)
Financing	16	122,337	(51,817)
Increase/(decrease) in cash		<u>650,420</u>	<u>(1,226,390)</u>
Reconciliation of net cash flow to movement in net debt			
Increase/(decrease) in cash in the period		650,420	(1,226,390)
Change in net debt	17	<u>650,420</u>	<u>(1,226,390)</u>
(Net debt)/net funds at 1 February		<u>(448,474)</u>	<u>777,916</u>
Net funds/(net debt) at 31 January		<u>201,946</u>	<u>(448,474)</u>

M & N TRADERS LIMITED
Notes to the Accounts
for the year ended 31 January 2013

1 Accounting policies

Basis of preparation

The accounts have been prepared under the historical cost convention and in accordance with applicable United Kingdom Accounting Standards

Turnover

Turnover represents the value, net of value added tax and discounts, of goods provided to customers and work carried out in respect of services provided to customers

Depreciation

Depreciation is provided on all tangible fixed assets, other than freehold land, at rates calculated to write off the cost, less estimated residual value, of each asset evenly over its expected useful life, as follows

Leasehold land and buildings	over the lease term
Plant and machinery	25% reducing balance basis

Stocks

Stock is valued at the lower of cost and net realisable value

Foreign currencies

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

2 Turnover

The company's turnover is attributable to its principal activity as per director's report and 98% of the turnover arises within the United Kingdom

2 Operating profit	2013	2012
	£	£
This is stated after charging		
Depreciation of owned fixed assets	22,377	23,304
Auditors' remuneration for audit services	3,000	3,000
	<hr/>	<hr/>
3 Director's emoluments	2013	2012
	£	£
Emoluments	15,000	15,000
	<hr/>	<hr/>

M & N TRADERS LIMITED
Notes to the Accounts
for the year ended 31 January 2013

4 Staff costs	2013	2012
	£	£
Wages and salaries	261,456	213,028
Social security costs	17,732	16,016
	<u>279,188</u>	<u>229,044</u>
Average number of employees during the year	Number	Number
Administration	4	3
Distribution	12	9
Marketing	1	1
	<u>17</u>	<u>13</u>
5 Interest payable	2013	2012
	£	£
Bank loans and overdrafts	1,544	5,244
Other loans	15,070	6,635
	<u>16,614</u>	<u>11,879</u>

M & N TRADERS LIMITED
Notes to the Accounts
for the year ended 31 January 2013

6 Taxation

	2013	2012
	£	£
Analysis of charge in period		
Current tax		
UK corporation tax on profits of the period	100,000	120,000
Adjustments in respect of previous periods	1,863	-
	<u>101,863</u>	<u>120,000</u>
Tax on profit on ordinary activities	<u>101,863</u>	<u>120,000</u>

Factors affecting tax charge for period

The differences between the tax assessed for the period and the standard rate of corporation tax are explained as follows

	2013	2012
	£	£
Profit on ordinary activities before tax	<u>413,677</u>	<u>463,887</u>
Standard rate of corporation tax in the UK	24%	26%
	£	£
Profit on ordinary activities multiplied by the standard rate of corporation tax	99,282	120,611
Effects of		
Expenses not deductible for tax purposes	936	(611)
Capital allowances for period in excess of depreciation	(3,827)	-
Adjustments to tax charge in respect of previous periods	1,863	-
Current tax charge for period	<u>101,863</u>	<u>120,000</u>

M & N TRADERS LIMITED
Notes to the Accounts
for the year ended 31 January 2013

7 Tangible fixed assets

	Land and buildings £	Fixtures, fittings, tools and equipment £	Total £
Cost			
At 1 February 2012	192,796	68,307	261,103
Additions	27,599	4,376	31,975
At 31 January 2013	<u>220,395</u>	<u>72,683</u>	<u>293,078</u>
Depreciation			
At 1 February 2012	62,499	56,231	118,730
Charge for the year	18,264	4,113	22,377
At 31 January 2013	<u>80,763</u>	<u>60,344</u>	<u>141,107</u>
Net book value			
At 31 January 2013	<u>139,632</u>	<u>12,339</u>	<u>151,971</u>
At 31 January 2012	<u>130,297</u>	<u>12,076</u>	<u>142,373</u>

8 Investments

	Investments in subsidiary undertakings £	Other investments £	Total £
Cost			
At 1 February 2012	94,987	100,000	194,987
At 31 January 2013	<u>94,987</u>	<u>100,000</u>	<u>194,987</u>
Other investments		2013 £	2012 £
Unlisted investments		<u>100,000</u>	<u>100,000</u>

The company owns 100% of the ordinary issued share capital of Novafield Limited, a company incorporated in England & Wales and operating as Pharmacists in the U K

The subsidiary trades profitably and the accounts to 31 July 2012 reflected as follows
£

Profit for the year	53,178
Share capital and reserves	<u>170,174</u>

9 Stocks

	2013 £	2012 £
Finished goods and goods for resale	<u>2,210,526</u>	<u>2,027,969</u>

The difference between purchase price or production cost of stocks and their replacement cost is not material

M & N TRADERS LIMITED
Notes to the Accounts
for the year ended 31 January 2013

10 Debtors	2013	2012
	£	£
Trade debtors	2,472,492	2,919,497
Amounts owed by related companies	275,000	275,000
Other debtors	181,000	80,000
Prepayments and accrued income	51,781	37,560
	<u>2,980,273</u>	<u>3,312,057</u>

11 Creditors: amounts falling due within one year	2013	2012
	£	£
Bank loans and overdrafts	89,288	512,309
Trade creditors	2,043,217	1,785,569
Corporation tax	247,270	311,136
Other taxes and social security costs	88,172	80,065
Amounts owed to related companies	239,286	320,000
Director's current account	122,143	163,433
Other creditors	-	17,953
Accruals and deferred income	42,640	27,932
	<u>2,872,016</u>	<u>3,218,397</u>

12 Creditors: amounts falling due after one year	2013	2012
	£	£
Bank loans	<u>296,117</u>	<u>211,616</u>

The bank loans are fully repayable after more than 5 years and are secured by means of a fixed and floating charge over the assets and undertakings of the company and director's personal assets

13 Share capital	Nominal value	2013 Number	2013	2012
			£	£
Allotted, called up and fully paid Ordinary shares	£1 each	1,000	<u>1,000</u>	<u>1,000</u>

14 Profit and loss account	2013
	£
At 1 February 2012	2,258,758
Profit for the financial year	311,814
	<u>2,570,572</u>
At 31 January 2013	

M & N TRADERS LIMITED
Notes to the Accounts
for the year ended 31 January 2013

15 Reconciliation of movement in shareholders' funds	2013	2012
	£	£
At 1 February	2,259,758	1,915,871
Profit for the financial year	311,814	343,887
At 31 January	<u>2,571,572</u>	<u>2,259,758</u>
16 Gross cash flows	2013	2012
	£	£
Returns on investments and servicing of finance		
Interest received	6	12
Interest paid	<u>(16,614)</u>	<u>(11,879)</u>
	<u>(16,608)</u>	<u>(11,867)</u>
Capital expenditure		
Payments to acquire tangible fixed assets	<u>(31,975)</u>	<u>(155,919)</u>
Financing		
Loan repayments	<u>122,337</u>	<u>(51,817)</u>

17 Analysis of changes in net debt

	At 1 Feb 2012 £	Cash flows £	Non-cash changes £	At 31 Jan 2013 £
Cash at bank and in hand	12,383	189,563		201,946
Overdrafts	<u>(460,857)</u>	<u>460,857</u>		-
	<u>(448,474)</u>	650,420		<u>201,946</u>

18 Related party transactions

The company occupies properties owned by the director and her family members and pays commercial rent of £112,000 per annum

The director is also a director of IPMP Limited to which the company paid marketing fee of £75,000 (2012 - £75,000) and owed a sum of £ 239,286 (2012 - £320,000) at the year end

19 Ultimate controlling party

The director Mrs M K Kohli is the ultimate controlling party