

C41

Registered number
03128197

M & N TRADERS LIMITED

Report and Accounts

31 January 2014

SA SATURDAY



A27	*A3ZQG4KA*	24/01/2015	#12
	COMPANIES HOUSE		
A25	*A3YT34ZT*	10/01/2015	#66
	COMPANIES HOUSE		

M & N TRADERS LIMITED
Report and accounts
Contents

	Page
Company information	1
Director's report	2
Statement of director's responsibilities	3
Independent auditors' report	4
Profit and loss account	5
Balance sheet	6
Cash flow statement	7
Notes to the accounts	8

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 2014.

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with the company's strong performance and the director does not perceive any risk of any of the facilities being withdrawn.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 £ Nil (2013 - £11101).

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 29 December 2014 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 2014 prepared under section 396 of the Companies Act 2006.

This report is made solely to the company, in accordance with section 449 of the Companies Act 2006. Our work has been undertaken so that we might state to the company those matters we are required to state to it in a special 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, for our work, for this report, or for the opinions we have formed.

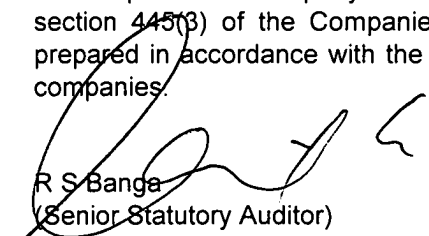
Respective responsibilities of directors and auditors

The directors are responsible for preparing the abbreviated accounts in accordance with section 449 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 449(3) of the Companies Act 2006, and the abbreviated accounts have been properly prepared in accordance with the regulations under SI 2008/410 Sch 1 applicable to medium sized companies.



R S Banga
(Senior Statutory Auditor)
for and on behalf of
Zane Audit & Consulting Limited
Accountants and Statutory Auditors
29 December 2014

925 Finchley Road
London
NW11 7PE

M & N TRADERS LIMITED
Abbreviated Profit and Loss Account
for the year ended 31 January 2014

	Notes	2014 £	2013 £
Gross profit		<u>1,004,400</u>	<u>1,192,680</u>
Administrative expenses		(700,177)	(762,395)
Other operating income		-	-
Operating profit	2	<u>304,223</u>	<u>430,285</u>
Income from investments		102,000	-
Interest receivable		-	6
Interest payable	5	(19,259)	(16,614)
Profit on ordinary activities before taxation		<u>386,964</u>	<u>413,677</u>
Tax on profit on ordinary activities	6	(75,200)	(101,863)
Profit for the financial year		<u>311,764</u>	<u>311,814</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 2014

	Notes	2014 £	2013 £
Fixed assets			
Intangible assets		-	-
Tangible assets	7	135,596	151,971
Investments	8	194,987	194,987
		<u>330,583</u>	<u>346,958</u>
Current assets			
Stocks	9	1,965,313	2,210,526
Debtors	10	3,175,557	2,980,273
Investments held as current assets		-	-
Cash at bank and in hand		563,254	201,948
		<u>5,704,124</u>	<u>5,392,747</u>
Creditors: amounts falling due within one year	11	(3,083,977)	(2,872,016)
Net current assets		<u>2,620,147</u>	<u>2,520,731</u>
Total assets less current liabilities		<u>2,950,730</u>	<u>2,867,689</u>
Creditors: amounts falling due after more than one year	12	(204,891)	(296,117)
Net assets		<u>2,745,839</u>	<u>2,571,572</u>
Capital and reserves			
Called up share capital	13	1,000	1,000
Profit and loss account	14	2,744,836	2,570,572
Shareholders' funds	15	<u>2,745,836</u>	<u>2,571,572</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 medium sized companies regime.


 Mrs M K Kohli

Director

Approved by the board on 29 December 2014

M & N TRADERS LIMITED
Cash Flow Statement
for the year ended 31 January 2014

	Notes	2014 £	2013 £
Reconciliation of operating profit to net cash inflow from operating activities			
Operating profit		304,223	430,285
Depreciation and amortisation		21,349	22,377
Decrease/(increase) in stocks		245,213	(182,557)
(Increase)/decrease in debtors		(195,284)	331,784
Increase in creditors		238,423	140,506
Net cash inflow from operating activities		<u>613,924</u>	<u>742,395</u>
CASH FLOW STATEMENT			
Net cash inflow from operating activities		613,924	742,395
Returns on investments and servicing of finance	16	82,742	(16,607)
Taxation		(101,663)	(165,729)
Capital expenditure	16	<u>(4,974)</u>	<u>(31,975)</u>
		590,029	528,084
Equity dividends paid		<u>(137,500)</u>	<u>-</u>
		452,529	528,084
Financing	16	(91,226)	122,337
Increase in cash		<u>361,303</u>	<u>650,421</u>
Reconciliation of net cash flow to movement in net debt			
Increase in cash in the period		361,303	650,421
Change in net debt	17	<u>361,303</u>	<u>650,421</u>
Net funds/(net debt) at 1 February		<u>201,946</u>	<u>(448,474)</u>
Net funds at 31 January		<u>563,249</u>	<u>201,946</u>

M & N TRADERS LIMITED
Notes to the Accounts
for the year ended 31 January 2014

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

2014	2013
£	£

This is stated after charging:

Depreciation of owned fixed assets	21,349	22,377
Auditors' remuneration for audit services	3,250	3,000
	<hr/>	<hr/>

3 Director's emoluments

2014	2013
£	£

Emoluments	<hr/> 15,000	<hr/> 15,000
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M & N TRADERS LIMITED
Notes to the Accounts
for the year ended 31 January 2014

4 Staff costs

	2014	2013
	£	£
Wages and salaries	282,282	261,456
Social security costs	18,564	17,732
	<u>300,846</u>	<u>279,188</u>

Average number of employees during the year

	Number	Number
Administration	3	4
Distribution	11	12
Marketing	1	1
	<u>15</u>	<u>17</u>

5 Interest payable

	2014	2013
	£	£
Bank loans and overdrafts	2,666	1,544
Other loans	16,593	15,070
	<u>19,259</u>	<u>16,614</u>

M & N TRADERS LIMITED
Notes to the Accounts
for the year ended 31 January 2014

6 Taxation	2014	2013
	£	£
Analysis of charge in period		
Current tax:		
UK corporation tax on profits of the period	75,200	100,000
Adjustments in respect of previous periods	-	1,863
	<u>75,200</u>	<u>101,863</u>
Tax on profit on ordinary activities	<u>75,200</u>	<u>101,863</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:

	2014	2013
	£	£
Profit on ordinary activities before tax	<u>386,964</u>	<u>413,677</u>
Standard rate of corporation tax in the UK	23%	24%
	£	£
Profit on ordinary activities multiplied by the standard rate of corporation tax	89,002	99,282
Effects of:		
Expenses not deductible for tax purposes	578	936
Capital allowances for period in excess of depreciation	2,540	(3,827)
Tax on FII	(23,460)	-
Marginal relief and other adjustments	6,540	3,609
Adjustments to tax charge in respect of previous periods	-	1,863
Current tax charge for period	<u>75,200</u>	<u>101,863</u>

M & N TRADERS LIMITED
Notes to the Accounts
for the year ended 31 January 2014

7 Tangible fixed assets

	Land and buildings £	Fixtures, fittings, tools and equipment £	Total £
Cost			
At 1 February 2013	220,395	72,683	293,078
Additions	4,974	-	4,974
At 31 January 2014	<u>225,369</u>	<u>72,683</u>	<u>298,052</u>
Depreciation			
At 1 February 2013	80,763	60,344	141,107
Charge for the year	18,264	3,085	21,349
At 31 January 2014	<u>99,027</u>	<u>63,429</u>	<u>162,456</u>
Net book value			
At 31 January 2014	<u>126,342</u>	<u>9,254</u>	<u>135,596</u>
At 31 January 2013	<u>139,632</u>	<u>12,339</u>	<u>151,971</u>

8 Investments

	Investments in subsidiary undertakings £	Other investments £	Total £
Cost			
At 1 February 2013	94,987	100,000	194,987
At 31 January 2014	<u>94,987</u>	<u>100,000</u>	<u>194,987</u>
Other investments		2014 £	2013 £
Unlisted investments		<u>100,000</u>	<u>100,000</u>

The company owns 100% of the ordinary issued share capital of Novafeld 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 2013 reflected as follows:
£

Profit for the year	50,338
Share capital and reserves	<u>220,512</u>

9 Stocks

	2014 £	2013 £
Finished goods and goods for resale	<u>1,965,313</u>	<u>2,210,526</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 2014

10 Debtors	2014	2013
	£	£
Trade debtors	2,733,411	2,472,492
Amounts owed by related companies	302,000	275,000
Other debtors	90,000	181,000
Prepayments and accrued income	50,146	51,781
	<u>3,175,557</u>	<u>2,980,273</u>

11 Creditors: amounts falling due within one year	2014	2013
	£	£
Bank loans and overdrafts	89,288	89,288
Trade creditors	2,335,987	2,043,217
Corporation tax	220,807	247,270
Other taxes and social security costs	165,237	88,172
Amounts owed to related companies	200,786	239,285
Director's current account	10,631	122,144
Other creditors	18,000	-
Accruals and deferred income	43,241	42,640
	<u>3,083,977</u>	<u>2,872,016</u>

12 Creditors: amounts falling due after one year	2014	2013
	£	£
Bank loans	<u>204,891</u>	<u>296,117</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	2014 Number	2014	2013
			£	£
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	2014
	£
At 1 February 2013	2,570,572
Profit for the financial year	311,764
Dividends	(137,500)
	<u>2,744,836</u>
At 31 January 2014	

M & N TRADERS LIMITED
Notes to the Accounts
for the year ended 31 January 2014

15 Reconciliation of movement in shareholders' funds	2014 £	2013 £
At 1 February	2,571,572	2,259,758
Profit for the financial year	311,764	311,814
Dividends	(137,500)	-
At 31 January	<u>2,745,836</u>	<u>2,571,572</u>

16 Gross cash flows	2014 £	2013 £
Returns on investments and servicing of finance		
Dividends received	102,000	-
Interest received	-	6
Interest paid	(19,259)	(16,614)
	<u>82,741</u>	<u>(16,608)</u>
Capital expenditure		
Payments to acquire tangible fixed assets	<u>(4,974)</u>	<u>(31,975)</u>
Financing		
Loan repayments	<u>(91,226)</u>	<u>122,337</u>

17 Analysis of changes in net debt

	At 1 Feb 2013 £	Cash flows £	Non-cash changes £	At 31 Jan 2014 £
Cash at bank and in hand	201,948	361,303		563,251

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 (2013 - £75,000) and owed a sum of £ 200,786 (2013 - £239,285) at the year end.

19 Ultimate controlling party

The director Mrs M K Kohli is the ultimate controlling party.