# EUROPA GROUP LIMITED ANNUAL REPORT AND FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2019





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30/09/2020 COMPANIES HOUSE #52



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#### **COMPANY INFORMATION**

Directors B M Hulbert

S A Salter M-A King A C Powell R Waring

(Appointed 9 December 2019)

Secretary M-A King

Company number 03279177

Registered office Europa House

Midland Way Thornbury Bristol BS35 2JX

Auditors Shaw Gibbs Limited

264 Banbury Road

Oxford OX2 7DY

Bankers National Westminster Bank Plc

43 Cornmarket Street

Oxford Oxfordshire OX1 3HA

#### STRATEGIC REPORT

#### FOR THE YEAR ENDED 31 DECEMBER 2019

The directors present the strategic report for the year ended 31 December 2019.

#### Review of the business, key performance indicators and future development

The principal activity of the company during the year remains that of an insurance intermediary offering solutions in the personal lines sector predominantly motorbike and car insurance policies.

The directors are satisfied with the performance of the company during the year following a sustained increase of 5.7% in turnover which is one of the key performance measures. The increase in turnover has been generated by steady investment in new policies and gradual expansion of the product solutions it offers to its customers.

	2019	2018
Turnover	£10,413,169	£9,852,315
Operating Profit	£ 434.180	£1.012.853

Operating profit, another key performance indicator has reduced from previous periods, predominantly as a result of the reduced ability to share central costs with associated companies. The company continues to review the central shared costs to ensure that the optimum level of flexibility compared with cost is achieved over the coming years. The company continues to regularly review its procedures, processes and customer solutions, as well as actively encouraging new initiatives from its staff to ensure the continued improvement in customer service and flexibility of operation.

The directors believe this continued commitment to enhancing customer solutions whilst remaining flexible and responsive to the challenging retail market will assist the company to remain robust and focussed for its future development and growth.

During the year the company purchased an associated company which currently operates as an Appointed Representative of the company. This strategic investment will ensure that both the company and its subsidiary continue to complement the services they each offer to customers.

#### Principal risk and uncertainties

The company operates in a sector subject to various regulatory and competitive risks. The company regularly reviews the business risks it faces and seeks to manage and mitigate those risks through its controls framework. The principal risks the company faces are indicated below:

#### · Market Risk

The principal risk facing the company relates to the continuing competitive retail marketplace which continues to cause pressure on income. To counter this, the company continues to develop new solutions and strategies for its customers who remain the focus of the business.

#### Regulatory Risk

The company is authorised and regulated by the Financial Conduct Authority, registration number 309794.

The personal lines retail intermediary sector faces continued scrutiny and reviews in relation to sales methods and disclosures to customers. The Head of Risk and Compliance monitors continuously those matters falling within the Financial Conduct Authority rules and guidelines, and the company seeks to proactively enhance the customer journey and the information provided to mitigate these regulatory changes.

The company does not hold client money. Policies and procedures to detect and avoid money laundering are in place and regularly reviewed.

#### · Financial and Credit Risk

The company does not have material exposures to financial risks and has maintained a strong cash position. The company has not issued any financial instruments.

Credit risk is managed through the company's control procedures and all the company's current liabilities can be met from liquid funds.

### STRATEGIC REPORT (CONTINUED)

### FOR THE YEAR ENDED 31 DECEMBER 2019

#### Operational Risk

The company operates in a sector with a high degree of reliance on people and IT systems.

Internal audits of the controls in place are completed throughout the year. Disaster Recovery Plans are tested regularly by the company to ensure they remain fit for purpose and confirmations are obtained from key suppliers of the robustness of their own disaster recovery plans.

Staff are monitored against the policies and procedures in place and provided with regular feedback by their line management as well as having a comprehensive training programme in place. Use continues to be made of the bespoke e-learning solution which was developed in-house and which offers an effective and flexible learning environment for staff.

#### **Corporate Governance**

The directors act as the Internal Audit Committee on Corporate Governance and hold regular meetings to review policies and procedures.

Where applicable the company consults with external consultancy professionals.

By order of the board

M-A King Secretary

4 May 2020

# DIRECTORS' REPORT FOR THE YEAR ENDED 31 DECEMBER 2019

The directors present their annual report and financial statements for the year ended 31 December 2019.

#### Directors

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

B M Hulbert S A Salter M-A King A C Powell R Waring

(Appointed 9 December 2019)

#### Results and dividends

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

The profit for the year, after taxation, amounted to £371,974 (2018: £805,182). An interim dividend of £Nil (2018: £2,300,000) was paid. The directors have not recommended a final dividend.

#### Future developments and going concern

The company's business activities, together with the risks and uncertainties likely to affect its future development and performance are indicated in the Strategic Report. The business remains focussed on achieving its strategic objectives for 2020 and beyond.

The start of 2020 has seen the arrival of the covid-19 pandemic with the large number and varying challenges which it is creating to businesses throughout the world. As the company's main trading activities are offering motorbike and car insurance policies to individuals, these remain compulsory insurance products and so trade is continuing. The business has faced the challenges presented with focus and determination, resulting in the majority of staff now able to work from home to ensure that customer servicing can continue. Government support schemes are being used where appropriate and levels of cash are closely monitored.

Accordingly, the directors have a reasonable expectation that the company has adequate resources to continue in operational existence for the foreseeable future, thus they continue to adopt the going concern basis of accounting in preparing these financial statements.

#### Employee policies, training and development

The company treats all staff and job applicants equally. Selection, recruitment, advancement and promotion are based on merit and not on any consideration of age, gender, marital status, ethnicity or religion.

The company continues to recognise its social and statutory duty to employ disabled persons, and pursues a policy of providing, where possible, the same employment opportunities to disabled persons as to others.

The training department provides training for all of the company's key services. Company policy is to deliver consistently high client service through continuous monitoring and feedback on sales and administration activities, assisted by regular in-house coaching, tutoring and development courses. Staff are encouraged, where applicable, to qualify through examination with the Chartered Insurance Institute and relevant NVQ's. The company meets the costs of training materials and examination fees and additionally provides time and tuition within normal working hours in the company's performance.

#### Policy on the payment of Creditors

Company policy is to pay all suppliers within 30 days or within any credit period granted if longer.

# DIRECTORS' REPORT (CONTINUED) FOR THE YEAR ENDED 31 DECEMBER 2019

#### Statement of directors' responsibilities

The directors are responsible for preparing the Directors' 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.

#### 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.

#### **Auditor**

Shaw Gibbs Limited are deemed to be re-appointed under section 487(2) of the Companies Act 2006.

By order of the board

M-A King Secretary

4 May 2020

# INDEPENDENT AUDITOR'S REPORT TO THE MEMBERS OF EUROPA GROUP LIMITED

#### Opinion

We have audited the financial statements of Europa Group Limited (the 'company') for the year ended 31 December 2019 set out on pages 8 to 22. 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 2019 and of its profit for the year then ended;
- have been properly prepared in accordance with United Kingdom Generally Accepted Accounting Practice;
- 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.

### INDEPENDENT AUDITOR'S REPORT (CONTINUED) TO THE MEMBERS OF EUROPA GROUP 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 set out on page 5, 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.

#### 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.

Stephen John Wetherall (Senior Statutory Auditor) for and on behalf of Shaw Gibbs Limited

J. J. Wetherall

Chartered Certified Accountants Statutory Auditor 6 May 2020

264 Banbury Road Oxford OX2 7DY

# STATEMENT OF TOTAL COMPREHENSIVE INCOME FOR THE YEAR ENDED 31 DECEMBER 2019

		2019	2018
	Notes	£	£
Turnover	3	10,413,169	9,852,315
Administrative expenses		(9,978,989)	(8,839,462)
Operating profit	4	434,180	1,012,853
Interest receivable and similar income	7	42,634	8,971
Interest payable and similar expense	8	-	(9,767)
Profit before taxation		476,814	1,012,057
Taxation	9	(104,840)	(206,875)
Profit for the financial year		371,974	805,182
Total comprehensive income for the year		371,974	805,182
		<del></del>	=====

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

There are no recognised gains and losses other than those passing through the statement of total comprehensive income.

### **BALANCE SHEET** AS AT 31 DECEMBER 2019

		20	)19	20	18
	Notes	3	£	£	£
Fixed assets					
Intangible assets	11		218,567		-
Tangible assets	14		5,176,633	•	5,118,909
Investments	12		2,555,000		
			7,950,200		5,118,909
Current assets					
Debtors	15	3,306,011		1,911,213	
Investments	16	30,250		25,900	
Cash at bank and in hand		6,562,316		8,459,036	
		9,898,577		10,396,149	
Creditors: amounts falling due within one year	17	(6,461,687)		(4,499,942)	
Net current assets			3,436,890		5,896,207
Total assets less current liabilities			11,387,090		11,015,116
Provisions for liabilities	18		(350,000)		(350,000)
Net assets			11,037,090		10,665,116
Capital and reserves					
Called up share capital	21		100,000		100,000
Profit and loss reserves			10,937,090		10,565,116
Total equity			11,037,090		10,665,116
			<del></del>		===

The financial statements were approved by the board of directors and authorised for issue on 4 May 2020 and are signed on its behalf by:

A C Powell

Director

Company Registration No. 03279177

R Waring Director

# STATEMENT OF CHANGES IN EQUITY FOR THE YEAR ENDED 31 DECEMBER 2019

	Note	Share capital £	Profit and loss reserves	Total £
Balance at 1 January 2018		100,000	12,059,934	12,159,934
Year ended 31 December 2018:  Profit for the year  Dividends	10	 -	805,182 (2,300,000)	805,182 (2,300,000)
Balance at 31 December 2018		100,000	10,565,116	10,665,116
Year ended 31 December 2019: Profit for the year			371,974	371,974
Balance at 31 December 2019		100,000	10,937,090	11,037,090

# NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2019

#### 1 Accounting policies

#### Company information

Europa Group Limited is a private company limited by shares incorporated in England and Wales. The registered office is Europa House, Midland Way, Thornbury, Bristol, BS35 2JX.

#### 1.1 Accounting convention

These financial statements have been prepared 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.

As the company is a wholly owned subsidiary undertaking of EGL Holdings Limited (formerly known as Blue Boar Holdings Limited), the company has taken advantage of the exemption in FRS 102 section 33.1A and has therefore not disclosed transactions with entities which form part of the group.

The company has also taken advantage of the exemption in FRS 102 section 1.12 (b) from the requirement to produce a cash flow statement.

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.

#### 1.2 Turnover

The turnover shown in the statement of total comprehensive income represents commission and other income from insurance broking operations booked in the period.

#### 1.3 Intangible fixed asset

The intangible asset represents the cost of acquisition of the trade and assets of an insurance intermediary. It is initially recognised as an asset at cost and is subsequently measured at cost less accumulated amortisation.

The intangible asset is amortised on a systematic basis based on the earning value of the asset. The expected useful economic life has been estimated at 3 years.

#### 1.4 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

Depreciation is calculated so as to write off the cost of an asset, less its estimated residual value, over the useful economic life of that asset as follows:

Over 50 years

Freehold buildings
Plant and machinery
Fixtures, fittings & equipment

Fixtures, fittings & equipment Motor vehicles

Over 5 -10 years Over 3 - 5 years

Over 4 years

# NOTES TO THE FINANCIAL STATEMENTS (CONTINUED) FOR THE YEAR ENDED 31 DECEMBER 2019

#### 1 Accounting policies

(Continued)

The gain or loss arising on the disposal of an asset is determined as the difference between the sale proceeds and the carrying value of the asset, and is recognised in the statement of total comprehensive income.

#### 1.5 Fixed asset investments

Interests in subsidiaries, associates and jointly controlled entities are initially measured at cost and subsequently measured at cost less any accumulated impairment losses. The investments are assessed for impairment at each reporting date and any impairment losses or reversals of impairment losses are recognised immediately in profit or loss.

A subsidiary is an entity controlled by the company. Control is the power to govern the financial and operating policies of the entity so as to obtain benefits from its activities.

#### 1.6 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.

#### 1.7 Taxation

The tax charge 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 statement of total comprehensive income 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.

#### Deferred tax

Deferred tax arises as a result of including items of income and expenditure in taxation computations in periods different from those in which they are included in the company's accounts. Deferred tax is provided in full on material timing differences which result in an obligation to pay more (or less) tax at a future date, at the average tax rates that are expected to apply when the timing differences reverse, based on current tax rates and laws.

Deferred tax is not provided on timing differences arising from the revaluation of fixed assets where there is no commitment to sell the asset.

#### 1.8 Provisions

Provisions are recognised when the company has a legal or constructive present obligation as a result of a past event, it is probable that the company will be required to settle that obligation and a reliable estimate can be made of the amount of the obligation.

The amount recognised as a provision is the best estimate of the consideration required to settle the present obligation at the reporting end date, taking into account the risks and uncertainties surrounding the obligation.

Where the effect of the time value of money is material, the amount expected to be required to settle the obligation is recognised at present value. When a provision is measured at present value the unwinding of the discount is recognised as a finance cost in profit or loss in the period it arises.

# NOTES TO THE FINANCIAL STATEMENTS (CONTINUED) FOR THE YEAR ENDED 31 DECEMBER 2019

#### 1 Accounting policies

(Continued)

#### 1.9 Retirement benefits

The company operates a defined contribution scheme for the benefit of its employees who are eligible under the rules of Auto Enrolment. Contributions payable are charged to the statement of total comprehensive income in the year they are payable.

#### 1.10 Leases

#### Operating lease agreements

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

#### 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.

#### 3 Turnover and other revenue

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

		2019 £	2018 £
	Turnover	L	L
	Commission from insurance broking operations	10,413,169	9,852,315
		2019	2018
		£	£
	Turnover analysed by geographical market		
	United Kingdom	10,413,169 ————	9,852,315
4	Operating profit		
		2019	2018
	Operating profit for the year is stated after charging:	£	£
	Fees payable to the company's auditors for the audit of the company's		
	financial statements	16,865	15,890
	Depreciation of owned tangible fixed assets	298,126	340,656
	Amortisation of intangible assets	89,998	-
	Operating lease charges	69,921	69,508

# NOTES TO THE FINANCIAL STATEMENTS (CONTINUED) FOR THE YEAR ENDED 31 DECEMBER 2019

#### 5 Employees

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

		2019 Number	2018 Number
	Number of employees	185	194
	Their aggregate remuneration comprised:		
		2019 £	2018 £
	Wages and salaries	4,676,015	4,453,234
	Social security costs	436,797	397,201
	Pension costs	259,214	173,805
		5,372,026	5,024,240
6	Directors' remuneration		
		2019 £	2018 £
	Remuneration for qualifying services	451,485	189,111
	Company pension contributions to defined contribution schemes	12,061	5,375
		463,546	194,486

The number of directors for whom retirement benefits are accruing under defined contribution schemes amounted to 3 (2018: 3).

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

	2019 £	2018 £
Remuneration for qualifying services	243,450	66,335
Company pension contributions to defined contribution schemes	-	1,182

# NOTES TO THE FINANCIAL STATEMENTS (CONTINUED) FOR THE YEAR ENDED 31 DECEMBER 2019

7	Interest receivable and similar income		
		2019	2018
		£	£
	Change in market value of investments	4,350	
	Other investment income	5,787	1,717
	Interest	32,497	7,254
		42,634	8,971
8	Interest payable and similar expenses		
	- · · · · · · · · · · · · · · · · · · ·	2019	2018
		£	£
	Change in market value of investments	·	8,850
	Other interest	-	917
		· <u>-</u>	9,767
		<del></del>	

# NOTES TO THE FINANCIAL STATEMENTS (CONTINUED) FOR THE YEAR ENDED 31 DECEMBER 2019

9	Taxation		
		2019 £	2018 £
	Current tax	~	~
	UK corporation tax on profits for the current period	65,778	181,352
	Tax relating to prior year adjustments recognised in profit or loss	(576)	-
	Group tax relief		26,768
	Total current tax charge	65,202	208,120
	Deferred tax		
	Origination and reversal of timing differences	39,638	(1,245)
	Total tax charge	104,840	206,875
	The charge for the year can be reconciled to the profit per the statement of tot follows:	·	
		2019 £	2018 £
	Profit before taxation	476,814	1,012,057
			=
	Expected tax charge based on a corporation tax rate of 19.00%		
	(2018:19.00%)	90,595	192,291
	Adjustments in respect of prior years Group relief	(576) (23,292)	-
	Non deductible expenses	32,134	6,425
	(Capital allowances in excess of depreciation) / Depreciation in excess of	02,104	0,420
	capital allowances	(33,659)	9,404
	Deferred tax movement	39,638	(1,245)
	Tax charge for the year	104,840	206,875
			=====
10	Dividends		
		2019	2018
		£	£
	Interim paid	-	2,300,000

# NOTES TO THE FINANCIAL STATEMENTS (CONTINUED) FOR THE YEAR ENDED 31 DECEMBER 2019

11	Intangible fixed assets	Intangible Asset
	01	£
	Cost	•
	At 1 January 2019	-
	Additions	308,565
	At 31 December 2019	308,565
	Amortisation and impairment	
	At 1 January 2019	-
	Amortisation charged for the year	89,998
	At 31 December 2019	89,998
	Carrying amount	<del></del>
	At 31 December 2019	218,567
	,	======
	At 31 December 2018	-
		<del></del>

During the period, the company acquired the trade and assets of an insurance intermediary. The intangible asset comprised of customer details and business information. No liabilities were assumed by the company as part of the acquisition.

#### 12 Fixed asset investments

	Notes	2019 £	2018 £
Investments in subsidiaries	13	2,555,000	

The company has not designated any financial assets that are not classified as financial assets at fair value through profit or loss.

# NOTES TO THE FINANCIAL STATEMENTS (CONTINUED) FOR THE YEAR ENDED 31 DECEMBER 2019

12	Fixed asset investments	(Continued)
	Movements in fixed asset investments	Shares in group undertakings £
	Cost or valuation	-
	At 1 January 2019	-
	Additions	2,555,000
	At 31 December 2019	2,555,000
	Carrying amount	
	At 31 December 2019	2,555,000
	At 31 December 2018	- -

#### 13 Subsidiaries

Details of the company's subsidiaries at 31 December 2019 are as follows:

Name of undertaking	Registered office	Nature of business	Class of shares held	% Held Direct
One Quote Direct Insurance Services Limited	UK	Insurance intermediary	Ordinary shares	100

# NOTES TO THE FINANCIAL STATEMENTS (CONTINUED) FOR THE YEAR ENDED 31 DECEMBER 2019

14	Tangible fixed assets					
•		Freehold buildings	Plant and machinery	Fixtures, fittings & equipment	Motor vehicles	Total
		£	£	£	£	£
	Cost					
	At 1 January 2019	4,761,328	1,475,846	2,764,139	11,249	9,012,562
	Additions	-	-	355,850	-	355,850
	Disposals	· —		(223,823)	, <del>-</del>	(223,823)
	At 31 December 2019	4,761,328	1,475,846	2,896,166	11,249	9,144,589
	Depreciation					
	At 1 January 2019	320,359	1,057,210	2,504,835	11,249	3,893,653
	Depreciation charged in the year	39,467	129,694	128,965	•	298,126
	Eliminated in respect of disposals	•	-	(223,823)	-	(223,823)
	At 31 December 2019	359,826	1,186,904	2,409,977	11,249	3,967,956
	Carrying amount					
	At 31 December 2019	4,401,502	288,942	486,189		5,176,633
	At 31 December 2018	4,440,969	418,636	259,304	-	5,118,909
15	Debtors					
					2019	2018
	Amounts falling due within one year	ır:			2019 £	2018 £
	Amounts falling due within one year Trade debtors	ır:			£	£
	Trade debtors	ar:			£ 2,483,401	
			akings		£	£
	Trade debtors Corporation tax recoverable		akings		£ 2,483,401 39,514	£ 1,408,849 -
	Trade debtors Corporation tax recoverable Amount due from fellow group and as		akings		£ 2,483,401 39,514 28,929	£ 1,408,849 - 1,068
	Trade debtors Corporation tax recoverable Amount due from fellow group and as Other debtors Prepayments	sociated undert	akings	,	£ 2,483,401 39,514 28,929 304,560	£ 1,408,849 - 1,068 174,044
	Trade debtors Corporation tax recoverable Amount due from fellow group and as Other debtors	sociated undert	akings	,	£ 2,483,401 39,514 28,929 304,560 369,727	1,408,849 - 1,068 174,044 207,734
	Trade debtors Corporation tax recoverable Amount due from fellow group and as Other debtors Prepayments	sociated undert	akings		£ 2,483,401 39,514 28,929 304,560 369,727	1,408,849 - 1,068 174,044 207,734
	Trade debtors Corporation tax recoverable Amount due from fellow group and as Other debtors Prepayments  Amounts falling due after one years Deferred tax asset (note 19)	sociated undert	akings		£ 2,483,401 39,514 28,929 304,560 369,727 3,226,131 79,880	1,408,849 - 1,068 174,044 207,734 - 1,791,695 - 119,518
	Trade debtors Corporation tax recoverable Amount due from fellow group and as Other debtors Prepayments  Amounts falling due after one year	sociated undert	akings		£ 2,483,401 39,514 28,929 304,560 369,727 3,226,131	1,408,849 1,068 174,044 207,734 1,791,695
16	Trade debtors Corporation tax recoverable Amount due from fellow group and as Other debtors Prepayments  Amounts falling due after one years Deferred tax asset (note 19)	sociated undert	akings		2,483,401 39,514 28,929 304,560 369,727 3,226,131 79,880	1,408,849 1,068 174,044 207,734 1,791,695 119,518
16	Trade debtors Corporation tax recoverable Amount due from fellow group and as Other debtors Prepayments  Amounts falling due after one year Deferred tax asset (note 19)  Total debtors	sociated undert	akings		£ 2,483,401 39,514 28,929 304,560 369,727 3,226,131 79,880	1,408,849 - 1,068 174,044 207,734 - 1,791,695 - 119,518
16	Trade debtors Corporation tax recoverable Amount due from fellow group and as Other debtors Prepayments  Amounts falling due after one year Deferred tax asset (note 19)  Total debtors	sociated undert	akings		2,483,401 39,514 28,929 304,560 369,727 3,226,131 79,880 3,306,011	1,408,849 1,068 174,044 207,734 1,791,695 119,518 1,911,213

# NOTES TO THE FINANCIAL STATEMENTS (CONTINUED) FOR THE YEAR ENDED 31 DECEMBER 2019

17	Creditors: amounts falling due within one year		
	,	2019	2018
		£	£
	Trade creditors	3,080,491	1,598,059
	Amounts owed to group and associated undertakings	22,493	112,056
	Corporation tax	-	82,928
	Other taxation and social security	427,676	233,712
	Other creditors	24,003	19,398
	Accruals	2,907,024	2,453,789
		6,461,687	4,499,942
18	Provisions for liabilities		
		2019	2018
		£	£
	Property maintenance and refurbishment provision	350,000	350,000

The provision for property maintenance and refurbishment is in respect of anticipated costs for fixed assets, general maintenance and upgrading to ensure ongoing compliance with any necessary building regulations.

#### 19 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:

	Assets 2019	Assets 2018
Balances:	£	£
Decelerated capital allowances	9,378	50,535
Provisions	70,502	68,983
	79,880	119,518
		2019
Movements in the year:		£
Asset at 1 January 2019		119,518
(Accelerated) capital allowances		(41,157)
Provisions		1,519
Asset at 31 December 2019		79,880
		=======================================

# NOTES TO THE FINANCIAL STATEMENTS (CONTINUED) FOR THE YEAR ENDED 31 DECEMBER 2019

#### 20 Operating lease commitments

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:

	2019 £	2018 £
Within one year	37,234	65,730 35,781
between two and live years		35,781
	37,234	101,511
Share capital	2019	2018
	£	. £
Ordinary share capital		
100,000 Ordinary shares of £1 each	100,000	100,000
		<del></del> .
Retirement benefit schemes		
		2018
Defined contribution schemes	£	£
Charge to statement of total comprehensive income in respect of defined	250 214	173,805
CONTINUATION SCHEMES	203,214	====
	Share capital  Ordinary share capital Issued and fully paid 100,000 Ordinary shares of £1 each  Retirement benefit schemes  Defined contribution schemes	Within one year Between two and five years  Share capital  Cordinary share capital Issued and fully paid 100,000 Ordinary shares of £1 each  Retirement benefit schemes  Retirement benefit schemes  Charge to statement of total comprehensive income in respect of defined

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.

At the year ended 31 December 2019 the amounts payable to pension scheme totalled £51,040 (2018: £34,028).

# NOTES TO THE FINANCIAL STATEMENTS (CONTINUED) FOR THE YEAR ENDED 31 DECEMBER 2019

#### 23 Related party transactions

#### Transactions with related parties

The company has taken advantage of the exemptions provided by FRS 102 - Related party disclosures not to disclose transactions with the related undertakings of EGL Holdings Limited. The consolidated accounts of the parent company are publicly available from Companies House.

As at 30 September 2019 One Quote Direct Insurance Services Limited and Catalyst Consulting Solutions Limited became members of the EGL Holdings Limited group and therefore transactions after this date fall under the exemption as explained above.

During the year the company provided services at an arms length basis with an associated company, Horizon Insurance Company Limited, totalling £Nil (2018:£91,500). As at year end there is no balance outstanding.

During the year, expenditure has been shared on an arms length basis with the following associated companies to cover salary, office running, property and other administrative expenses in respect of staff and other resources utilised by those companies.

•	2019	2018
	£	£
Catalyst Consulting Solutions Limited	524,455	554,188
One Quote Direct Insurance Services Limited	1,257,896	2,385,828
Brentstar Holdings Limited	51,533	69,130

At 31 December 2019 the company has the following balances with its associated companies outside the EGL Holdings group:

		Amounts owed (to)/by related parties	
	2019 £	2018 £	
Brentstar Holdings Limited	(5,650)	1,068	

#### 24 Ultimate controlling party

EGL Holdings Limited (formerly known as Blue Boar Holdings Limited), a company incorporated in the UK, held 100% of the issued share capital of the Company at the balance sheet date (2018:100%).

With effect from 30 September 2019, the ultimate controlling party is Mr S. A. Salter, who has a majority interest in EGL Holdings Limited.