

**Company registration number: 3342175**

**GEOFF SMITH ASSOCIATES LIMITED**

**UNAUDITED FILLETED FINANCIAL STATEMENTS**

**31 March 2021**

Simpson & Co (Accountants) Ltd

21 High Street

Lutterworth

Leicestershire

LE17 4AT

# **GEOFF SMITH ASSOCIATES LIMITED**

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**GEOFF SMITH ASSOCIATES LIMITED**

**STATEMENT OF FINANCIAL POSITION**

**31 MARCH 2021**

|                                                                | Note | 2021<br>£         | £                 | 2020<br>£         | £                 |
|----------------------------------------------------------------|------|-------------------|-------------------|-------------------|-------------------|
| <b>Fixed assets</b>                                            |      |                   |                   |                   |                   |
| Intangible assets                                              | 5    | 1,420,742         |                   | 838,113           |                   |
| Tangible assets                                                | 6    | 1,522,495         |                   | 1,237,836         |                   |
|                                                                |      | <u>          </u> |                   | <u>          </u> |                   |
|                                                                |      |                   | 2,943,237         |                   | 2,075,949         |
| <b>Current assets</b>                                          |      |                   |                   |                   |                   |
| Stocks                                                         | 7    | 110,000           |                   | 112,500           |                   |
| Debtors                                                        | 8    | 1,896,265         |                   | 1,765,737         |                   |
| Cash at bank and in hand                                       |      | 24,269            |                   | 627               |                   |
|                                                                |      | <u>          </u> |                   | <u>          </u> |                   |
|                                                                |      | 2,030,534         |                   | 1,878,864         |                   |
| <b>Creditors: amounts falling due within one year</b>          | 9    | ( 1,890,169)      |                   | ( 1,725,099)      |                   |
|                                                                |      | <u>          </u> |                   | <u>          </u> |                   |
| <b>Net current assets</b>                                      |      |                   | 140,365           |                   | 153,765           |
|                                                                |      |                   | <u>          </u> |                   | <u>          </u> |
| <b>Total assets less current liabilities</b>                   |      |                   | 3,083,602         |                   | 2,229,714         |
| <b>Creditors: amounts falling due after more than one year</b> | 10   | ( 1,201,246)      |                   | ( 418,063)        |                   |
| <b>Provisions for liabilities</b>                              |      | ( 169,075)        |                   | ( 123,085)        |                   |
|                                                                |      | <u>          </u> |                   | <u>          </u> |                   |
| <b>Net assets</b>                                              |      |                   | 1,713,281         |                   | 1,688,566         |
|                                                                |      |                   | <u>          </u> |                   | <u>          </u> |
| <b>Capital and reserves</b>                                    |      |                   |                   |                   |                   |
| Called up share capital                                        |      |                   | 130               |                   | 130               |
| Profit and loss account                                        |      |                   | 1,713,151         |                   | 1,688,436         |
|                                                                |      |                   | <u>          </u> |                   | <u>          </u> |
| <b>Shareholder funds</b>                                       |      |                   | 1,713,281         |                   | 1,688,566         |
|                                                                |      |                   | <u>          </u> |                   | <u>          </u> |

For the year ending 31 March 2021 the company was entitled to exemption from audit under section 477 of the Companies Act 2006 relating to small companies.

Directors' responsibilities:

- The member has not required the company to obtain an audit of its financial statements for the year in question in accordance with section 476;
- The directors acknowledge their responsibilities for complying with the requirements of the Act with respect to accounting records and the preparation of financial statements.



These financial statements have been prepared and delivered in accordance with the provisions applicable to companies subject to the small companies' regime and in accordance with Section 1A of FRS 102 'The Financial Reporting Standard applicable in the UK and Republic of Ireland'.

In accordance with section 444 of the Companies Act 2006, the statement of income and retained earnings has not been delivered.

These financial statements were approved by the board of directors and authorised for issue on 11 November 2021 , and are signed on behalf of the board by:

**PG Smith**

**Director**

**Company registration number: 3342175**

# **GEOFF SMITH ASSOCIATES LIMITED**

## **NOTES TO THE FINANCIAL STATEMENTS**

**YEAR ENDED 31 MARCH 2021**

### **1. General information**

The company is a private company limited by shares, registered in England and Wales. The address of the Registered Office is 5 Cartwright Court, Cartwright Way, Forest Business Park, Bardon, Leicestershire, LE67 1UE.

### **2. Statement of compliance**

These financial statements have been prepared in compliance with the provisions of FRS 102, Section 1A, 'The Financial Reporting Standard applicable in the UK and Republic of Ireland' and the Companies Act 2006.

### **3. Accounting policies**

#### **Basis of preparation**

The financial statements have been prepared on the historical cost basis, as modified by the revaluation of certain financial assets and liabilities measured at fair value through profit or loss.

The financial statements are prepared in sterling, which is the functional currency of the entity and are presented in round pounds.

#### **Turnover**

Turnover is measured at the fair value of the consideration received or receivable for goods supplied and services rendered, net of discounts and Value Added Tax.

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

When the outcome of a transaction involving the rendering of services can be reliably estimated, revenue from the rendering of services is measured by reference to the stage of completion of the service transaction at the end of the reporting period.

When the outcome of a transaction involving the rendering of services cannot be reliably estimated, revenue is recognised only to the extent that expenses recognised are recoverable.

## **Taxation**

The taxation expense represents the aggregate amount of current and deferred tax recognised in the reporting period. Tax is recognised in the statement of comprehensive income, except to the extent that it relates to items recognised in other comprehensive income or directly in capital and reserves. In this case, tax is recognised in other comprehensive income or directly in capital and reserves, respectively. Current tax is recognised on taxable profit for the current and past periods. Current tax is measured at the amounts of tax expected to pay or recover using the tax rates and laws that have been enacted or substantively enacted at the reporting date.

Deferred tax is recognised in respect of all timing differences at the reporting date. Unrelieved tax losses and other 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. Deferred tax is measured using the tax rates and laws that have been enacted or substantively enacted by the reporting date that are expected to apply to the reversal of the timing difference.

## **Operating leases**

Lease payments are recognised as an expense over the lease term on a straight-line basis. The aggregate benefit of lease incentives is recognised as a reduction to expense over the lease term, on a straight-line basis.

Lease income is recognised in profit or loss on a straight line basis over the lease term. The aggregate cost of lease incentives are recognised as a reduction to income over the lease term on a straight-line basis. Costs, including depreciation, incurred in earning the lease income are recognised as an expense. Any initial direct costs incurred in negotiating and arranging the operating lease are added to the carrying amount of the lease and recognised as an expense over the lease term on the same basis as the lease income.

## **Intangible assets**

Intangible assets are initially recorded at cost, and are subsequently stated at cost less any accumulated amortisation and impairment losses.

## **Amortisation**

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

|                   |   |                    |
|-------------------|---|--------------------|
| Development costs | - | 10 % straight line |
|-------------------|---|--------------------|

If there is an indication that there has been a significant change in amortisation rate, useful life or residual value of an intangible asset, the amortisation is revised prospectively to reflect the new estimates.

## **Research and development**

Research expenditure is written off in the year in which it is incurred. Development expenditure incurred is capitalised as an intangible asset only when all of the following criteria are met: - It is technically feasible to complete the intangible asset so that it will be available for use or sale; - There is the intention to complete the intangible asset and use or sell it; - There is the ability to use or sell the intangible asset; - The use or sale of the intangible asset will generate probable future economic benefits; - There are adequate technical, financial and other resources available to complete the development and to use or sell the intangible asset; and - The expenditure attributable to the intangible asset during its development can be measured reliably. Expenditure that does not meet the above criteria is expensed as incurred.

## **Tangible assets**

tangible assets are initially recorded at cost, and are subsequently stated at cost less any accumulated depreciation and impairment losses.

### **Depreciation**

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

|                                 |   |                                                  |
|---------------------------------|---|--------------------------------------------------|
| Freehold property               | - | Nil                                              |
| Short leasehold property        | - | Straight line<br>over the life<br>of the lease   |
| Plant and machinery             | - | 33.33%,<br>25% and<br>10%<br>reducing<br>balance |
| Fittings fixtures and equipment | - | 25% and<br>15%<br>reducing<br>balance            |
| Motor vehicles                  | - | 25%<br>reducing<br>balance                       |
| Carriage hire equipment         | - | 20%<br>reducing<br>balance                       |

If there is an indication that there has been a significant change in depreciation rate, useful life or residual value of tangible assets, the depreciation is revised prospectively to reflect the new estimates.

### **Impairment**

A review for indicators of impairment is carried out at each reporting date, with the recoverable amount being estimated where such indicators exist. Where the carrying value exceeds the recoverable amount, the asset is impaired accordingly. Prior impairments are also reviewed for possible reversal at each reporting date. When it is not possible to estimate the recoverable amount of an individual asset, an estimate is made of the recoverable amount of the cash-generating unit to which the asset belongs. The cash-generating unit is the smallest identifiable group of assets that includes the asset and generates cash inflows that are largely independent of the cash inflows from other assets or groups of assets .

### **Stocks**

Stocks are measured at the lower of cost and estimated selling price less costs to complete and sell. Cost includes all costs of purchase, costs of conversion and other costs incurred in bringing the stocks to their present location and condition.

### **Hire purchase and finance leases**

Assets held under finance leases are recognised in the statement of financial position as assets and liabilities at the lower of the fair value of the assets and the present value of the minimum lease payments, which is determined at the inception of the lease term. Any initial direct costs of the lease are added to the amount recognised as an asset.

Lease payments are apportioned between the finance charges and reduction of the outstanding lease liability using the effective interest method. Finance charges are allocated to each period so as to produce a constant rate of interest on the remaining balance of the liability.

## **Government grants**

Government grants are recognised at the fair value of the asset received or receivable. Grants are not recognised until there is reasonable assurance that the company will comply with the conditions attaching to them and the grants will be received. Government grants are recognised using the accrual model and the performance model. Under the accrual model, government grants relating to revenue are recognised on a systematic basis over the periods in which the company recognises the related costs for which the grant is intended to compensate. Grants that are receivable as compensation for expenses or losses already incurred or for the purpose of giving immediate financial support to the entity with no future related costs are recognised in income in the period in which it becomes receivable. Grants relating to assets are recognised in income on a systematic basis over the expected useful life of the asset. Where part of a grant relating to an asset is deferred, it is recognised as deferred income and not deducted from the carrying amount of the asset. Under the performance model, where the grant does not impose specified future performance-related conditions on the recipient, it is recognised in income when the grant proceeds are received or receivable. Where the grant does impose specified future performance-related conditions on the recipient, it is recognised in income only when the performance-related conditions have been met. Where grants received are prior to satisfying the revenue recognition criteria, they are recognised as a liability.

## **Provisions**

Provisions are recognised when the entity has an obligation at the reporting date as a result of a past event; it is probable that the entity will be required to transfer economic benefits in settlement and the amount of the obligation can be estimated reliably. Provisions are recognised as a liability in the statement of financial position and the amount of the provision as an expense. Provisions are initially measured at the best estimate of the amount required to settle the obligation at the reporting date and subsequently reviewed at each reporting date and adjusted to reflect the current best estimate of the amount that would be required to settle the obligation. Any adjustments to the amounts previously recognised are recognised in profit or loss unless the provision was originally recognised as part of the cost of an asset. When a provision is measured at the present value of the amount expected to be required to settle the obligation, the unwinding of the discount is recognised in finance costs in profit or loss in the period it arises.

## **Financial instruments**

A financial asset or a financial liability is recognised only when the company becomes a party to the contractual provisions of the instrument. Basic financial instruments are initially recognised at the transaction price, unless the arrangement constitutes a financing transaction, where it is recognised at the present value of the future payments discounted at a market rate of interest for a similar debt instrument. Debt instruments are subsequently measured at amortised cost. Other financial instruments, including derivatives, are initially recognised at fair value, unless payment for an asset is deferred beyond normal business terms or financed at a rate of interest that is not a market rate, in which case the asset is measured at the present value of the future payments discounted at a market rate of interest for a similar debt instrument. Other financial instruments are subsequently measured at fair value, with any changes recognised in profit or loss, with the exception of hedging instruments in a designated hedging relationship.

Financial assets that are measured at cost or amortised cost are reviewed for objective evidence of impairment at the end of each reporting date. If there is objective evidence of impairment, an impairment loss is recognised in profit or loss immediately. For all equity instruments regardless of significance, and other financial assets that are individually significant, these are assessed individually for impairment. Other financial assets are either assessed individually or grouped on the basis of similar credit risk characteristics. Any reversals of impairment are recognised in profit or loss immediately, to the extent that the reversal does not result in a carrying amount of the financial asset that exceeds what the carrying amount would have been had the impairment not previously been recognised.

## **Defined contribution plans**

Contributions to defined contribution plans are recognised as an expense in the period in which the related service is provided. Prepaid contributions are recognised as an asset to the extent that the prepayment will lead to a reduction in future payments or a cash refund. When contributions are not expected to be settled wholly within 12 months of the end of the reporting date in which the employees render the related service, the liability is measured on a discounted present value basis. The unwinding of the discount is recognised in finance costs in profit or loss in the period in which it arises.

## **4. Employee numbers**

The average number of persons employed by the company during the year amounted to 78 (2020: 71 ).

## 5. Intangible assets

|                         | Development costs<br>£ | Total<br>£       |
|-------------------------|------------------------|------------------|
| <b>Cost</b>             |                        |                  |
| At 1 April 2020         | 1,329,268              | 1,329,268        |
| Additions               | 857,203                | 857,203          |
| <b>At 31 March 2021</b> | <b>2,186,471</b>       | <b>2,186,471</b> |
| <b>Amortisation</b>     |                        |                  |
| At 1 April 2020         | 491,155                | 491,155          |
| Charge for the year     | 274,574                | 274,574          |
| <b>At 31 March 2021</b> | <b>765,729</b>         | <b>765,729</b>   |
| <b>Carrying amount</b>  |                        |                  |
| <b>At 31 March 2021</b> | <b>1,420,742</b>       | <b>1,420,742</b> |
| At 31 March 2020        | 838,113                | 838,113          |

## 6. Tangible assets

|                         | Freehold property<br>£ | Short leasehold property<br>£ | Plant and machinery<br>£ | Fixtures, fittings and equipment<br>£ | Motor vehicles<br>£ | Carriage hire equipment<br>£ | Total<br>£       |
|-------------------------|------------------------|-------------------------------|--------------------------|---------------------------------------|---------------------|------------------------------|------------------|
| <b>Cost</b>             |                        |                               |                          |                                       |                     |                              |                  |
| At 1 April 2020         | 698,730                | 58,246                        | 1,036,940                | 248,998                               | 137,779             | 83,919                       | 2,264,612        |
| Additions               | 331,742                | -                             | 31,719                   | 19,217                                | 31,312              | -                            | 413,990          |
| Disposals               | -                      | -                             | ( 127,240)               | ( 15,799)                             | -                   | -                            | ( 143,039)       |
| <b>At 31 March 2021</b> | <b>1,030,472</b>       | <b>58,246</b>                 | <b>941,419</b>           | <b>252,416</b>                        | <b>169,091</b>      | <b>83,919</b>                | <b>2,535,563</b> |
| <b>Depreciation</b>     |                        |                               |                          |                                       |                     |                              |                  |
| At 1 April 2020         | -                      | 12,394                        | 750,882                  | 123,947                               | 83,352              | 56,201                       | 1,026,776        |
| Charge for the year     | -                      | 9,170                         | 58,978                   | 20,854                                | 21,437              | 5,544                        | 115,983          |
| Disposals               | -                      | -                             | ( 119,631)               | ( 10,060)                             | -                   | -                            | ( 129,691)       |
| <b>At 31 March 2021</b> | <b>-</b>               | <b>21,564</b>                 | <b>690,229</b>           | <b>134,741</b>                        | <b>104,789</b>      | <b>61,745</b>                | <b>1,013,068</b> |
| <b>Carrying amount</b>  |                        |                               |                          |                                       |                     |                              |                  |
| <b>At 31 March</b>      | <b>1,030,472</b>       | <b>36,682</b>                 | <b>251,190</b>           | <b>117,675</b>                        | <b>64,302</b>       | <b>22,174</b>                | <b>1,522,495</b> |

**2021**At 31 March  
2020698,73045,852286,058125,05154,42727,7181,237,836698,73045,852286,058125,05154,42727,7181,237,836

## 7. Stocks

|                | 2021              | 2020              |
|----------------|-------------------|-------------------|
|                | £                 | £                 |
| Finished goods | 110,000           | 112,500           |
|                | <u>          </u> | <u>          </u> |

## 8. Debtors

|                                                                                                       | 2021              | 2020              |
|-------------------------------------------------------------------------------------------------------|-------------------|-------------------|
|                                                                                                       | £                 | £                 |
| Trade debtors                                                                                         | 960,826           | 908,357           |
| Amounts owed by group undertakings and undertakings in which the company has a participating interest | 354,551           | 331,471           |
| Other debtors                                                                                         | 580,888           | 525,909           |
|                                                                                                       | <u>          </u> | <u>          </u> |
|                                                                                                       | 1,896,265         | 1,765,737         |
|                                                                                                       | <u>          </u> | <u>          </u> |

## 9. Creditors: amounts falling due within one year

|                                 | 2021              | 2020              |
|---------------------------------|-------------------|-------------------|
|                                 | £                 | £                 |
| Bank loans and overdrafts       | 473,131           | 491,554           |
| Trade creditors                 | 120,579           | 203,033           |
| Social security and other taxes | 218,261           | 149,508           |
| Other creditors                 | 1,078,198         | 881,004           |
|                                 | <u>          </u> | <u>          </u> |
|                                 | 1,890,169         | 1,725,099         |
|                                 | <u>          </u> | <u>          </u> |

## 10. Creditors: amounts falling due after more than one year

|                           | 2021              | 2020              |
|---------------------------|-------------------|-------------------|
|                           | £                 | £                 |
| Bank loans and overdrafts | 645,226           | 100,522           |
| Other creditors           | 556,020           | 317,541           |
|                           | <u>          </u> | <u>          </u> |
|                           | 1,201,246         | 418,063           |
|                           | <u>          </u> | <u>          </u> |

Included within creditors: amounts falling due after more than one year is an amount of £ 402,374 (2020 £ 193,778 ) in respect of liabilities payable or repayable by instalments which fall due for payment after more than five years from the reporting date.

## 11. Secured borrowings

The lenders hold fixed and floating charges over the assets of the company in respect of all borrowings. The company has also underwritten the borrowings of other group companies.

## 12. Commitments, guarantees and contingencies

The total amount due at the year end that is not included in these financial statements was £ 55,616 .

## 13. Directors advances, credits and guarantees

During the year the directors entered into the following advances and credits with the company:

|                                       | Balance<br>brought<br>forward<br>£ | Advances to<br>the directors<br>£ | Balance<br>carried<br>forward<br>£ |
|---------------------------------------|------------------------------------|-----------------------------------|------------------------------------|
| Interest free and repayable on demand | 359,992                            | 2,414                             | 362,406                            |
|                                       | <hr/>                              | <hr/>                             | <hr/>                              |

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.