# STRATEGIC REPORT, REPORT OF THE DIRECTORS AND FINANCIAL STATEMENTS FOR THE YEAR ENDED 30 SEPTEMBER 2018 FOR A 2 C SERVICES LIMITED

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## A 2 C SERVICES LIMITED

# COMPANY INFORMATION FOR THE YEAR ENDED 30 SEPTEMBER 2018

DIRECTORS:

Mr L Best

Mr S De Gruchy Mrs S A Neale Mr R J Neale Mr S P Taylor

SECRETARY:

Mrs S A Neale

**REGISTERED OFFICE:** 

Unit E

Railway Triangle, Walton Road

Portsmouth PO6 1TY

REGISTERED NUMBER:

03434393 (England and Wales)

**AUDITORS:** 

Gibson Whitter Limited Statutory Auditors

Larch House

Parklands Business Park

Denmead Hampshire PO7 6XP

## STRATEGIC REPORT FOR THE YEAR ENDED 30 SEPTEMBER 2018

The directors present their strategic report for the year ended 30 September 2018.

#### Key performance indicators

	2018	2017	Change	% Change
Turnover	13,871,171	13,049,640	821,531	6.30%
Gross profit	1,707,244	1,764,587	-57,343	-3.25%
Gross profit %	12.31%	13.52%		
Pre tax profit	571,720	336,954	234,766	69.67%

#### **REVIEW OF BUSINESS**

UK turnover has increased by 6.30% compared to the previous year, this is primarily as a result of the development of the Laptop Remanufacturing Program and the Circular Computing Brand, creating a new sales channel, and educating this new market towards Sustainable IT. The strategic decision to move away from a pure trading business confirms the commitment of the Board to create greater enterprise value in the coming years - which of course takes time. As the transition away from a pure trading company, the business was hindered by reduced available working capital as a result of the continued investment and expansion of the UAE laptop remanufacturing facility, essential to the groups plans to provide market leading remanufactured laptops into the target market and to continue to develop the Circular Computing Brand.

The GP% has decreased to 12.31%, a continued trend, resulting from the change and narrowing of product mix, mainly being higher value items such as laptops.

Pre-tax profit has increased but primarily as a result of currency gains and losses - the Board are anticipating a return to increased profits in the coming years as the revised strategy in Circular Computing begins to generate traction.

## PRINCIPAL RISKS AND UNCERTAINTIES

Being an international trading company the most obvious risk is the exposure to foreign exchange. The company manage this risk by maintaining currency bank accounts in the currencies in which its trades and trying to minimise its exposure wherever possible.

ON BEHALF OF THE BOARD:

Mrs S A Neale - Director

Date: 27/6/2019

#### REPORT OF THE DIRECTORS FOR THE YEAR ENDED 30 SEPTEMBER 2018

The directors present their report with the financial statements of the company for the year ended 30 September 2018.

#### **DIVIDENDS**

No dividends will be distributed for the year ended 30 September 2018.

The directors shown below have held office during the whole of the period from 1 October 2017 to the date of this report.

Mr L Best Mr S De Gruchy Mrs S A Neale Mr R J Neale Mr S P Taylor

#### STATEMENT OF DIRECTORS' RESPONSIBILITIES

The directors are responsible for preparing the Strategic Report, the Report of the Directors 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;
- 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 AS TO DISCLOSURE OF INFORMATION TO AUDITORS

So far as the directors are aware, there is no relevant audit information (as defined by Section 418 of the Companies Act 2006) of which the company's auditors are unaware, and each director has taken all the steps that he or she ought to have taken as a director in order to make himself or herself aware of any relevant audit information and to establish that the company's auditors are aware of that information.

#### **AUDITORS**

The auditors, Gibson Whitter Limited, will be proposed for re-appointment at the forthcoming Annual General Meeting.

ON BEHALF OF THE BOARD:

Mrs S A Neale - Director

Date: 27/06/2019

# REPORT OF THE INDEPENDENT AUDITORS TO THE MEMBERS OF A 2 C SERVICES LIMITED

#### **Opinion**

We have audited the financial statements of A 2 C Services Limited (the 'company') for the year ended 30 September 2018 which comprise the Income Statement, Other Comprehensive Income, Balance Sheet, Statement of Changes in Equity and Notes to the Financial Statements, including a summary of significant accounting policies. The financial reporting framework that has been applied in their preparation is applicable law and United Kingdom Accounting Standards, including Financial Reporting Standard 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 30 September 2018 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 Auditors' 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 in the Strategic Report and the Report of the Directors, but does not include the financial statements and our Report of the Auditors 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 the audit:

- the information given in the Strategic Report and the Report of the Directors for the financial year for which the financial statements are prepared is consistent with the financial statements; and
- the Strategic Report and the Report of the Directors have been prepared in accordance with applicable legal requirements.

# REPORT OF THE INDEPENDENT AUDITORS TO THE MEMBERS OF A 2 C SERVICES 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 or the Report of the Directors.

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 Statement of Directors' Responsibilities set out on page three, 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 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.

# Auditors' 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 a Report of the Auditors 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 www.frc.org.uk/auditorsresponsibilities. This description forms part of our Report of the Auditors.

#### 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 a Report of the Auditors 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.

Gayir Whitter (Senior Statutory Auditor) for and on behalf of Gibson Whitter Limited Statutory Auditors

Statutory Auditors
Larch House

Parklands Business Park

Denmead Hampshire PO7 6XP

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# INCOME STATEMENT FOR THE YEAR ENDED 30 SEPTEMBER 2018

	Notes	30.9.18 £	30.9.17 £
TURNOVER	4	13,871,171	13,049,640
Cost of sales		12,163,927	11,285,053
GROSS PROFIT		1,707,244	1,764,587
Administrative expenses		1,129,830	1,422,598
OPERATING PROFIT	6	577,414	341,989
Interest receivable and similar income		2	808
		577,416	342,797
Interest payable and similar expenses	<b>7</b> :	5,696	5,843
PROFIT BEFORE TAXATION		571,720	336,954
Tax on profit	8	(3,060)	17,284
PROFIT FOR THE FINANCIAL YEAR		574,780	319,670 ————

# OTHER COMPREHENSIVE INCOME FOR THE YEAR ENDED 30 SEPTEMBER 2018

	Notes	30.9.18 £	30.9.17 £
PROFIT FOR THE YEAR		574,780	319,670
OTHER COMPREHENSIVE INCOME		<u>-</u>	
TOTAL COMPREHENSIVE INCOME FOR THE YEAR		574,780	319,670

# BALANCE SHEET 30 SEPTEMBER 2018

		30.9.18		30.9.17	
	Notes	£	£	£	£
FIXED ASSETS Tangible assets	9		22,610		38,984
CURRENT ASSETS Stocks Debtors Cash at bank and in hand	10 11	611,955 10,680,630 293,685		684,089 9,450,701 558,519	
		11,586,270		10,693,309	
CREDITORS Amounts falling due within one year	12	1,051,071		746,204	
NET CURRENT ASSETS			10,535,199		9,947,105
TOTAL ASSETS LESS CURRENT LIABILITIES			10,557,809		9,986,089
PROVISIONS FOR LIABILITIES	15		4,138		7,198
NET ASSETS			10,553,671		9,978,891
CAPITAL AND RESERVES Called up share capital Retained earnings	16 17		2 10,553,669		9,978,889
SHAREHOLDERS' FUNDS			10,553,671		9,978,891

Mr R J Negale - Director

Mrs S A Neale - Director

# STATEMENT OF CHANGES IN EQUITY FOR THE YEAR ENDED 30 SEPTEMBER 2018

	Called up share capital £	Retained earnings £	Total equity £
Balance at 1 October 2016	2	9,659,219	9,659,221
Changes in equity Total comprehensive income	<u></u>	319,670	319,670
Balance at 30 September 2017	2	9,978,889	9,978,891
Changes in equity Total comprehensive income		574,780	574,780
Balance at 30 September 2018	2	10,553,669	10,553,671

## NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 30 SEPTEMBER 2018

#### 1. STATUTORY INFORMATION

A 2 C Services Limited is a private company, limited by shares, registered in England and Wales. The company's registered number and registered office address can be found on the Company Information page.

#### 2. ACCOUNTING POLICIES

## Basis of preparing the financial statements

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

#### Financial Reporting Standard 102 - reduced disclosure exemptions

The company has taken advantage of the following disclosure exemptions in preparing these financial statements, as permitted by FRS 102 "The Financial Reporting Standard applicable in the UK and Republic of Ireland":

- the requirements of Section 7 Statement of Cash Flows;
- the requirements of Section 11 Financial Instruments paragraphs 11.41(b), 11.41(c), 11.41(e), 11.41(f), 11.42, 11.44, 11.45, 11.47, 11.48(a)(iii), 11.48(a)(iv), 11.48(b) and 11.48(c);
- the requirements of Section 12 Other Financial Instruments paragraphs 12.26, 12.27, 12.29(a), 12.29(b) and 12.29A;
- the requirements of Section 26 Share-based Payment paragraphs 26.18(b), 26.19 to 26.21 and 26.23.

#### Changes in cost allocation

The directors have reviewed the allocation of warehouse and production staff costs this year and have concluded that these should be included as cost of sales. In previous years these costs have been included within administrative expenses and therefore these costs totalling £362,585 in the year ended 30 September 2017 have been reallocated to cost of sales from administrative expenses. This has resulted in no change to the previously reported operating profit and net profit for the year ended 30 September 2017.

#### Turnover

Turnover is measured at the fair value of the consideration received or receivable, excluding discounts, rebates, value added tax and other sales taxes.

#### Tangible fixed assets

Depreciation is provided at the following annual rates in order to write off each asset over its estimated useful life.

Plant and machinery - 25% on cost Fixtures and fittings - 25% on cost

#### **Stocks**

Stocks are stated at the lower of cost and estimated selling price less costs to complete and sell. Cost comprises all directly attributable costs incurred in bringing the stock to its current location and condition. Provision is made for obsolete, slow moving or defective items where appropriate.

## **Taxation**

Taxation for the year comprises current and deferred tax. Tax is recognised in the Income Statement, except to the extent that it relates to items recognised in other comprehensive income or directly in equity.

Current or deferred taxation assets and liabilities are not discounted.

Current tax is recognised at the amount of tax payable using the tax rates and laws that have been enacted or substantively enacted by the balance sheet date.

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# NOTES TO THE FINANCIAL STATEMENTS - continued FOR THE YEAR ENDED 30 SEPTEMBER 2018

#### 2. ACCOUNTING POLICIES - continued

#### **Deferred tax**

Deferred tax is recognised in respect of all timing differences that have originated but not reversed at the balance sheet date.

Timing differences arise from the inclusion of income and expenses in tax assessments in periods different from those in which they are recognised in financial statements. Deferred tax is measured using tax rates and laws that have been enacted or substantively enacted by the year end and that are expected to apply to the reversal of the timing difference.

Unrelieved tax losses and other deferred tax assets are recognised only to the extent that it is probable that they will be recovered against the reversal of deferred tax liabilities or other future taxable profits.

#### Hire purchase and leasing commitments

Rentals paid under operating leases are charged to profit or loss on a straight line basis over the period of the lease.

#### Pension costs and other post-retirement benefits

The company operates a defined contribution pension scheme. Contributions payable to the company's pension scheme are charged to profit or loss in the period to which they relate.

#### 3. 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 historic 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.

## **Critical judgements**

The following judgements (apart from those involving estimates) have had the most significant effect on amounts recognised in the financial statements.

#### **Stock Valuation**

The company purchases significant quantities of varying stock in bulk from suppliers as part of a "Deal". The company then attributes a value to each individual asset included in the "Deal" based on its knowledge and experience, rather than equally across the assets, to ensure that the value is appropriate to the specification of the individual asset.

The directors judge this to be an appropriate basis to ensure that the value relates to the expected selling price so as to ensure profits are not overstated.

## 4. TURNOVER

The turnover and profit before taxation are attributable to the one principal activity of the company.

An analysis of turnover by geographical market is given below:

	30.9.18 £	30.9.17 £
United Kingdom Overseas	3,059,746 10,811,425	2,680,668 10,368,972
	13,871,171	13,049,640

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# NOTES TO THE FINANCIAL STATEMENTS - continued FOR THE YEAR ENDED 30 SEPTEMBER 2018

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6.

7.

EMPLOYEES AND DIRECTORS		
	30.9.18	30.9.17
Wages and salaries	£ 843,400	£ 787,021
Social security costs	80,714	73,249
Other pension costs	7,451	4,188
	931,565	864,458
The state of the s		
The average number of employees during the year was as follows:	30.9.18	30.9.17
Administration staff Production staff	14 19	13 17
Production stan		
	<del>====</del>	<u>30</u>
	30.9.18	30.9.17
	50.5.10 £	50.5.17 £
Directors' remuneration	214,346	182,750
Directors' pension contributions to money purchase schemes	1,780 ———	1,066 ———
The number of directors to whom retirement benefits were accruing was	as follows:	
Money purchase schemes	3	3
Information regarding the highest paid director for the year ended 30 Sep	otember 2018 is a 30.9.18 £	s follows:
Emoluments etc	89,615	
Pension contributions to money purchase schemes	596 	
OPERATING PROFIT		
The operating profit is stated after charging/(crediting):		
	30.9.18	20 0 17
	30.9.10 £	30.9.17 £
Other operating leases	186,767	186,787
Depreciation - owned assets	21,956	42,271
Auditors' remuneration Foreign exchange differences	12,900 (152,869)	9,000 194,650
1 ordigit exchange unreferrees	=====	=====
INTEREST PAYABLE AND SIMILAR EXPENSES		
	30.9.18	30.9.17
Non-hank interest on loons	£ 5.606	£
Non bank interest on loans	5,696	5,843

# NOTES TO THE FINANCIAL STATEMENTS - continued FOR THE YEAR ENDED 30 SEPTEMBER 2018

## 8. TAXATION

9.

At 30 September 2017

TAXATION				
Analysis of the tax (credit)/charge				
The tax (credit)/charge on the profit for	the year was as follow	VS:	30.9.18	30.9.17
			50.9.18 £	50.9.17 £
Current tax:			~	-
UK corporation tax			-	22,535
Deferred tax			(3,060)	(5,251)
Tax on profit			(3,060)	17,284
•				<del></del>
Reconciliation of total tax (credit)/ch The tax assessed for the year is low difference is explained below:	arge included in pro wer than the standa	fit and loss rd rate of corp	ooration tax in	the UK. The
			30.9.18	30.9.17
Duestit historia tava			£ 571,720	£ 336,954
Profit before tax			====	=====
Profit multiplied by the standard rate of 19% (2017 - 19.500%)	corporation tax in the	UK of	108,627	65,706
Effects of:				
Expenses not deductible for tax purpos	es		3,663	5,579
Group relief			(112,290)	(48,750) (5,251)
Deferred tax movement			(3,060)	(5,251) ———
Total tax (credit)/charge			(3,060)	17,284
TANGIBLE FIXED ASSETS				
	Improvements		Fixtures	
	to	Plant and	and	T-4-1-
	property £	machinery £	fittings £	Totals £
COST	<b>~</b>	. ~	~	~
At 1 October 2017	48,166	50,139	134,121	232,426
Additions	<u>-</u>		5,582	5,582
At 30 September 2018	48,166	50,139	139,703	238,008
DEPRECIATION				
At 1 October 2017	30,402	43,197	119,843	193,442
Charge for year	8,029	5,297	8,630	21,956
At 30 September 2018	38,431	48,494	128,473	215,398
NET BOOK VALUE				
At 30 September 2018	9,735	1,645	11,230	22,610

17,764

38,984

14,278

6,942

# NOTES TO THE FINANCIAL STATEMENTS - continued FOR THE YEAR ENDED 30 SEPTEMBER 2018

10.	STOCKS	30.9.18	30.9.17
		£	£
	Finished goods	611,955	684,089
11.	DEBTORS: AMOUNTS FALLING DUE WITHIN ONE YEAR		
		30.9.18 £	30.9.17 £
	Trade debtors	635,492	810,554
	Amounts owed by group undertakings	9,872,497	8,412,320
	Other debtors	-	425
	Tax	-	125,875
	VAT	59,870	18,248
	Prepayments and accrued income	112,771	83,279
		10,680,630	9,450,701
12.	CREDITORS: AMOUNTS FALLING DUE WITHIN ONE YEAR		
		30.9.18 £	30.9.17 £
	Trade creditors	462,999	173,429
	Social security and other taxes	21,892	21,814
	Other creditors	11,947	11,383
	Other borrowings	500,000	500,000
	Directors' current accounts	17,334	500,000
	Accruals and deferred income	36,899	39,578
		1,051,071	746,204
13.	LEASING AGREEMENTS		
	Minimum lease payments under non-cancellable operating leases fall due	as follows:	
	This is the paymont and the following beautiful and	30.9.18	30.9.17
		£	£
	Within one year	156,577	186,767
•	Between one and five years	-	156,577
		156,577	343,344
		<del></del>	

# 14. FINANCIAL COMMITMENTS, GUARANTEES AND CONTINGENT LIABILITIES

A 2 C Services Limited has provided a guarantee to the holders of the loan note instruments held within ATOC HOL Limited. At 30 September 2018 the total loan note instruments in issue, owed by ATOC HOL Limited was £10,800,000 (30.9.17: £10,800,000). No losses are expected to arise to A 2 C Services Limited as a result of this guarantee.

# 15. PROVISIONS FOR LIABILITIES

	30.9.18	30.9.17
	£	£
Deferred tax	4,138	7,198

# NOTES TO THE FINANCIAL STATEMENTS - continued FOR THE YEAR ENDED 30 SEPTEMBER 2018

#### 15. PROVISIONS FOR LIABILITIES - continued

	Balance at 1 C Utilised during	year				Deferred tax £ 7,198 (3,060)
	Balance at 30	September 2018				4,138 ======
16.	CALLED UP S	SHARE CAPITA	L			
	Allotted, issue	d and fully paid:				
	Number:	Class:		Nominal	30.9.18	30.9.17 £
	2	Ordinary		value: £1	£ 2	2
17.	RESERVES					
						Retained earnings £
	At 1 October 2	017				9,978,889
	Profit for the ye	ear				574,780
	At 30 Septemb	per 2018				10,553,669

#### 18. RELATED PARTY DISCLOSURES

The directors of the company have provided a short term loan of £500,000 (30.9.17: £500,000) to A 2 C Services Limited, upon which a commercial rate of interest is paid.

The aggregate amount owed to the directors at the balance sheet date is £17,334 (30.9.17: £Nil).

## 19. ULTIMATE CONTROLLING PARTY

The parent company of A 2 C Services Limited is A 2 C Holdings Limited, a company registered in England and Wales.

The company was under control of ATOC HOL Limited, a company incorporated in England and Wales. ATOC HOL Limited is considered to be the largest group for which the company is included in consolidated financial statements. The ultimate controlling party of ATOC HOL Limited is considered to be Mr R Neale and Mrs S Neale by virtue of their shareholding. Copies of the consolidated financial statements are available from the company's registered office.