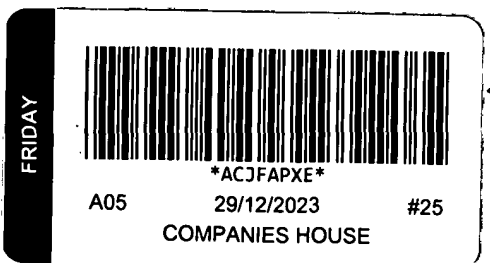


Registered number: 03469752

## **RJB STONE LIMITED**

### **DIRECTOR'S REPORT AND FINANCIAL STATEMENTS**

**FOR THE YEAR ENDED 31 MARCH 2023**



## **RJB STONE LIMITED**

### **COMPANY INFORMATION**

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**Director**

R. Stone

**Registered number**

03469752

**Registered office**

Elsley Court  
20-22 Great Titchfield Street  
London  
W1W 8BE

**Independent auditor**

SRLV Audit Limited  
Chartered Accountants & Statutory Auditor  
Elsley Court  
20-22 Great Titchfield Street  
London  
W1W 8BE

## **RJB STONE LIMITED**

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## **RJB STONE LIMITED**

### **GROUP STRATEGIC REPORT FOR THE YEAR ENDED 31 MARCH 2023**

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#### **Business review**

The director presents his report and the financial statements for the year ended 31 March 2023.

The consolidated statement of comprehensive income on page 9 of the financial statements provides a summary of the group's trading results for the period. Due to the cost of living crisis and a squeeze on household expenditure as a result of higher domestic bills through energy, food and mortgage hikes, the amount of money available for home furnishings and gifting has seen a significant decrease in this financial year, making the marketplace much more challenging to trade in. After building up the homewares side of the business through 2021 and the start of 2022 resulting from a period of growth, this area of the business was significantly hit in the first quarter of 2022, and this has continued through the year and into 2023. This meant that our stock profile was very suddenly affected by a lack of interest, and led to heavy discounting, which in turn has led to a significant loss in both margin and hence profit in order to continue to pay our salaries and overheads.

We were also very affected by our Christmas range being delayed at the end of 2022 by a hole in the boat, which meant that the vessel was delayed by three months, and resulted in cancellations of large volumes of Christmas orders.

Other factors including a low dollar rate and a huge hike in the cost of containers have also had a negative effect on the company's finances.

The business has now gone through a large cost cutting exercise including redundancies and a review of all cost bases, which we believe will put us in a far stronger position for future trade.

The director appreciates there is significant uncertainty surrounding the future economic climate.

#### **Principal risks and uncertainties**

The group's principal risks are considered to be the economic environment in which it operates, supply chain management and operational efficiency. These risks are reviewed and managed through the group's business performance and risk management processes.

The group has credit facilities in place which are used to manage seasonal working capital requirements. The group monitors cash flow as a part of its weekly control procedures.

##### *Credit risk*

The group has implemented policies that require appropriate credit checks on potential customers before new accounts are accepted. Furthermore, credit limits are set in place and reviewed on a quarterly basis.

##### *Liquidity and cash flow risk*

The director considers the group to have sufficient available funds for operations. The director is presented with cash flow reporting on a weekly basis when future plans, opportunities and risks are discussed.

##### *Price risk*

Expenditure made by the group is authorised prior to it being made by management in order to ensure that goods and services are not obtained at a higher price than necessary.

##### *Exchange rate risk*

The group receives income in Euros and US dollars and pays costs in US dollars and as such is exposed to changes in foreign currency exchange rates. It is the group's policy to continually monitor movements in the exchange rates and take appropriate action as necessary. One such strategy the group employs in managing this risk is by taking out forward currency contracts which guarantee exchange rates of foreign currencies for a set period.

## RJB STONE LIMITED

### STRATEGIC REPORT (CONTINUED) FOR THE YEAR ENDED 31 MARCH 2023

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#### Financial key performance indicators

Financial key performance indicators are used by the director to manage the business and by the management team when liaising with clients. The management team is strong and focused on providing timely and accurate information and reports to ensure that the business continues to operate efficiently.

Financially, the group saw a decrease in turnover of 26% between 2022 and 2023 with a negative gross margin of 4% (2022 - positive 24%) as the business realigns its stock profile. Reductions in overheads and improved margins are expected to see a return to profitability in 2024.

The group constantly monitors a number of key performance indicators such as revenue growth by customer group, gross and operating profit margins, to ensure optimal business performance.

This report was approved by the board on

and signed on its behalf.

  
R Stone  
Director

21/12/23

## **RJB STONE LIMITED**

### **DIRECTOR'S REPORT FOR THE YEAR ENDED 31 MARCH 2023**

The director presents his report and the financial statements for the year ended 31 March 2023.

#### **Principal activity**

The principal activity of the company and group continued to be that of the design, manufacture and sale of gift and novelty items.

#### **Results and dividends**

The loss for the year, after taxation, amounted to £2,242,613 (2022 - profit £1,250,639).

The company has declared and paid a dividend of £220,000 (2022 - £NIL) in the year.

#### **Directors**

The directors who served during the year were:

R. Stone  
D. T. Heap (resigned 1 September 2023)

#### **Future developments**

The market in which the group operates remains very competitive. The director is focused on maintaining and improving the brand in all aspects, including product quality, product range and profit margins.

#### **Matters covered in the strategic report**

The principal risks and uncertainties facing the group and key financial performance indicators have been considered in the strategic report.

#### **Disclosure of information to auditor**

The director at the time when this director's report is approved has confirmed that:

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

#### **Post balance sheet events**

There have been no significant events affecting the company since the year end.

#### **Auditor**

Under section 487(2) of the Companies Act 2006, SRLV Audit Limited will be deemed to have been reappointed as auditor 28 days after these financial statements were sent to members or 28 days after the latest date prescribed for filing the accounts with the registrar, whichever is earlier.

This report was approved by the board on

and signed on its behalf.

R Stone  
Director

11/12/23

## **RJB STONE LIMITED**

### **DIRECTOR'S RESPONSIBILITIES STATEMENT FOR THE YEAR ENDED 31 MARCH 2023**

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The director is responsible for preparing the group strategic report, the director's report and the consolidated financial statements in accordance with applicable law and regulations.

Company law requires the director to prepare financial statements for each financial year. Under that law the director has elected to prepare the financial statements in accordance with applicable law and United Kingdom Accounting Standards (United Kingdom Generally Accepted Accounting Practice), including Financial Reporting Standard 102 'The Financial Reporting Standard applicable in the UK and Republic of Ireland'. Under company law the director must not approve the financial statements unless he is satisfied that they give a true and fair view of the state of affairs of the company and the group and of the profit or loss of the group for that period.

In preparing these financial statements, the director is required to:

- select suitable accounting policies for the group's financial statements 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 group will continue in business.

The director is responsible for keeping adequate accounting records that are sufficient to show and explain the company's transactions and disclose with reasonable accuracy at any time the financial position of the company and the group and to enable him to ensure that the financial statements comply with the Companies Act 2006. He is also responsible for safeguarding the assets of the company and the group and hence for taking reasonable steps for the prevention and detection of fraud and other irregularities.

## **RJB STONE LIMITED**

### **INDEPENDENT AUDITOR'S REPORT TO THE MEMBERS OF RJB STONE LIMITED**

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#### **Opinion**

We have audited the financial statements of RJB Stone Limited (the 'parent company') and its subsidiaries (the 'group') for the year ended 31 March 2023, which comprise the consolidated statement of comprehensive income, the consolidated and company balance sheets, the consolidated and company statements of changes in equity, the consolidated statement of cash flows, the consolidated analysis of net debt and the related notes, 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 group's and of the parent company's affairs as at 31 March 2023 and of the group's loss for the year then ended;
- have been properly prepared in accordance with United Kingdom Generally Accepted Accounting Practice; and
- 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 group in accordance with the ethical requirements that are relevant to our audit of the financial statements in the United Kingdom, including the Financial Reporting Council'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**

In auditing the financial statements, we have concluded that the director's use of the going concern basis of accounting in the preparation of the financial statements is appropriate.

Based on the work we have performed, we have not identified any material uncertainties relating to events or conditions that, individually or collectively, may cast significant doubt on the group's or the parent company's ability to continue as a going concern for a period of at least twelve months from when the financial statements are authorised for issue.

Our responsibilities and the responsibilities of the director with respect to going concern are described in the relevant sections of this report.



## **RJB STONE LIMITED**

### **INDEPENDENT AUDITOR'S REPORT TO THE MEMBERS OF RJB STONE LIMITED (CONTINUED)**

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#### **Other information**

The other information comprises the information included in the annual report other than the financial statements and our auditor's report thereon. The director is responsible for the other information contained within the annual report. 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. 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 course of 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 this gives rise to a material misstatement in the financial statements themselves. 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.

#### **Opinion 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 director's report for the financial year for which the financial statements are prepared is consistent with the financial statements; and
- the strategic report and the director's report have been prepared in accordance with applicable legal requirements.

#### **Matters on which we are required to report by exception**

In the light of the knowledge and understanding of the group and the parent company and its environment obtained in the course of the audit, we have not identified material misstatements in the strategic report or the director's report.

We have nothing to report in respect of the following matters in relation to which the Companies Act 2006 requires us to report to you if, in our opinion:

- adequate accounting records have not been kept by the parent company, or returns adequate for our audit have not been received from branches not visited by us; or
- the parent company financial statements are not in agreement with the accounting records and returns; or
- certain disclosures of director's remuneration specified by law are not made; or
- we have not received all the information and explanations we require for our audit.

#### **Responsibilities of director**

As explained more fully in the director's responsibilities statement set out on page 4, the director is 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 director determines 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 director is responsible for assessing the group's and the parent 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 director either intends to liquidate the group or the parent company or to cease operations, or has no realistic alternative but to do so.

## **RJB STONE LIMITED**

### **INDEPENDENT AUDITOR'S REPORT TO THE MEMBERS OF RJB STONE LIMITED (CONTINUED)**

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#### **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 group financial statements.

Irregularities, including fraud, are instances of non-compliance with laws and regulations. We design procedures in line with our responsibilities, outlined above, to detect material misstatements in respect of irregularities, including fraud. The extent to which our procedures are capable of detecting irregularities, including fraud, is detailed below:

#### *Identifying and assessing potential risks related to irregularities*

In identifying and assessing risks of material misstatement in respect of irregularities, including fraud and non-compliance with laws and regulations, we considered the following:

- the nature of the entity's industry and sector, control environment, business performance and management incentives;
- the results of our specific enquiries of management and those charged with governance about their own identification and assessment of the risks of irregularities;
- any matters we identified having obtained and reviewed the group's documentation of their policies and procedures relating to:
  - identifying, evaluating and complying with laws and regulations and whether they were aware of any instances of non-compliance;
  - detecting and responding to the risks of fraud and whether they have knowledge of any actual, suspected or alleged fraud;
  - the internal controls established to mitigate risks of fraud or non-compliance with laws and regulations;
- the matters discussed among the audit engagement team regarding how and where fraud might occur in the financial statements and any potential indicators of fraud.

As a result of these procedures, we considered the opportunities and incentives that may exist within the organisation for fraud and identified the greatest potential for fraud in the following area: the recognition of revenue. In common with all audits under ISAs (UK), we are also required to perform specific procedures to respond to the risk of management override of controls.

We also obtained an understanding of the legal and regulatory frameworks in which the group operates, focusing on provisions of those laws and regulations that had a direct effect on the determination of material amounts and disclosures in the financial statements. The key laws and regulations we considered in this context included the UK Companies Act and tax legislation.

In addition, we considered provisions of other laws and regulations that do not have a direct effect on the financial statements but compliance with which may be fundamental to the group's ability to operate or to avoid a material penalty.

## RJB STONE LIMITED

### INDEPENDENT AUDITOR'S REPORT TO THE MEMBERS OF RJB STONE LIMITED (CONTINUED)

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#### *Audit response to risks identified*

Our procedures to respond to risks identified included the following:

- reviewing the financial statement disclosures and testing to supporting documentation to assess compliance with provisions of relevant laws and regulations described as having a direct effect on the financial statements;
- enquiring of management concerning actual and potential litigation and claims;
- performing analytical procedures to identify any unusual or unexpected relationships that may indicate risks of material misstatement due to fraud;
- reading minutes of meetings of those charged with governance; and
- in addressing the risk of fraud through management override of controls, testing the appropriateness of journal entries and other adjustments; assessing whether the judgements made in making accounting estimates are indicative of a potential bias; and evaluating the business rationale of any significant transactions that are unusual or outside the normal course of business.

We also communicated relevant identified laws and regulations and potential fraud risks to all engagement team members and remained alert to any indications of fraud or non-compliance with laws and regulations throughout the audit.

Whilst the procedures above describe the extent to which our procedures are capable of detecting irregularities, including fraud, there are inherent limitations in these audit procedures. The further removed non-compliance with laws and regulations is from the events and transactions reflected in the financial statements, the less likely we would become aware of it. Also, the risk of not detecting a material misstatement due to fraud is higher than the risk of not detecting one resulting from error, as fraud may involve deliberate concealment by, for example, misrepresentation or through collusion. We are not responsible for preventing irregularities, including fraud, or non-compliance with laws and regulations and cannot be expected to detect all irregularities or non-compliance with all laws and regulations.

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](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.

*SRLV Audit Limited*

Richard Gilbert (Senior Statutory Auditor)

for and on behalf of  
**SRLV Audit Limited**

Chartered Accountants  
Statutory Auditor

Elsley Court  
20-22 Great Titchfield Street  
London  
W1W 8BE

21 December 2023

# RJB STONE LIMITED

## CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME FOR THE YEAR ENDED 31 MARCH 2023

	Note	2023 £	As restated 2022 £
Turnover	4	12,528,083	16,872,629
Cost of sales		(13,078,868)	(12,763,109)
<b>Gross (loss)/profit</b>		<b>(550,785)</b>	<b>4,109,520</b>
Administrative expenses		(1,834,204)	(2,417,349)
Other operating income	5	6,943	48,560
<b>Operating (loss)/profit</b>	6	<b>(2,378,046)</b>	<b>1,740,731</b>
Interest receivable and similar income	10	9,173	4,659
Interest payable and similar charges	11	(243,694)	(139,896)
<b>(Loss)/profit before taxation</b>		<b>(2,612,567)</b>	<b>1,605,494</b>
Tax on (loss)/profit	12	369,954	(354,855)
<b>(Loss)/profit for the financial year</b>		<b>(2,242,613)</b>	<b>1,250,639</b>
Currency translation difference		1,267	(353)
<b>Total comprehensive income for the year</b>		<b>(2,241,346)</b>	<b>1,250,286</b>
<b>(Loss)/profit for the year attributable to:</b>			
Owners of the parent company		(2,242,613)	1,250,639
<b>Total comprehensive income for the year attributable to:</b>			
Owners of the parent company		(2,241,346)	1,250,286

The notes on pages 16 to 34 form part of these financial statements.

**RJB STONE LIMITED**  
**REGISTERED NUMBER:03469752**  
**CONSOLIDATED BALANCE SHEET**  
**AS AT 31 MARCH 2023**

	Note	2023 £	2022 £
<b>Fixed assets</b>			
Intangible assets	15	153,924	8,867
Tangible assets	16	5,249,632	5,361,724
		<u>5,403,556</u>	<u>5,370,591</u>
<b>Current assets</b>			
Stocks	18	2,701,595	6,334,363
Debtors	19	1,752,369	2,205,886
Cash at bank and in hand	20	36,726	52,228
		<u>4,490,690</u>	<u>8,592,477</u>
Creditors: amounts falling due within one year	21	(4,148,667)	(5,368,268)
<b>Net current assets</b>		<u>342,023</u>	<u>3,224,209</u>
<b>Total assets less current liabilities</b>		<u>5,745,579</u>	<u>8,594,800</u>
Creditors: amounts falling due after more than one year	22	(3,038,538)	(3,288,191)
<b>Provisions for liabilities</b>			
Deferred tax	26	-	(138,222)
Other provisions	27	(157,000)	(157,000)
		<u>(157,000)</u>	<u>(295,222)</u>
<b>Net assets</b>		<u>2,550,041</u>	<u>5,011,387</u>
<b>Capital and reserves</b>			
Called up share capital	28	2	2
Foreign exchange reserve	29	914	(353)
Profit and loss account		<u>2,549,125</u>	<u>5,011,738</u>
		<u>2,550,041</u>	<u>5,011,387</u>

The financial statements were approved and authorised for issue by the board and were signed on its behalf on

  
**R. Stone**  
 Director

The notes on pages 16 to 34 form part of these financial statements.

**RJB STONE LIMITED**  
**REGISTERED NUMBER: 03469752**

**COMPANY BALANCE SHEET**  
**AS AT 31 MARCH 2023**

	Note	2023 £	2022 £
<b>Fixed assets</b>			
Intangible assets	15	153,924	8,867
Tangible assets	16	5,249,632	5,361,724
Investments	17	86	86
		<u>5,403,642</u>	<u>5,370,677</u>
<b>Current assets</b>			
Stocks	18	2,701,595	6,334,363
Debtors	19	1,752,369	2,202,192
Cash at bank and in hand	20	36,726	52,228
		<u>4,490,690</u>	<u>8,588,783</u>
Creditors: amounts falling due within one year	21	(4,202,690)	(5,401,545)
<b>Net current assets</b>		<u>288,000</u>	<u>3,187,238</u>
<b>Total assets less current liabilities</b>		<u>5,691,642</u>	<u>8,557,915</u>
Creditors: amounts falling due after more than one year	22	(3,038,538)	(3,288,191)
<b>Provisions for liabilities</b>			
Deferred taxation	26	-	(138,222)
Provisions	27	(157,000)	(157,000)
		<u>(157,000)</u>	<u>(295,222)</u>
<b>Net assets</b>		<u>2,496,104</u>	<u>4,974,502</u>
<b>Capital and reserves</b>			
Called up share capital	28	2	2
Profit and loss account		<u>2,496,102</u>	<u>4,974,500</u>
		<u>2,496,104</u>	<u>4,974,502</u>

The financial statements were approved and authorised for issue by the board and were signed on its behalf on:

  
**R Stone**  
 Director

The notes on pages 16 to 34 form part of these financial statements.

# RJB STONE LIMITED

## CONSOLIDATED STATEMENT OF CHANGES IN EQUITY FOR THE YEAR ENDED 31 MARCH 2023

	Called up share capital	Foreign exchange reserve	Profit and loss account	Equity attributable to owners of parent company	Total equity
	£	£	£	£	£
<b>At 1 April 2021</b>	<b>2</b>	<b>-</b>	<b>3,761,099</b>	<b>3,761,101</b>	<b>3,761,101</b>
<b>Comprehensive income for the year</b>					
Profit for the year	-	-	1,250,639	1,250,639	1,250,639
Retranslation of foreign subsidiary	-	(353)	-	(353)	(353)
<b>Total comprehensive income for the year</b>	<b>-</b>	<b>(353)</b>	<b>1,250,639</b>	<b>1,250,286</b>	<b>1,250,286</b>
<b>At 1 April 2022</b>	<b>2</b>	<b>(353)</b>	<b>5,011,738</b>	<b>5,011,387</b>	<b>5,011,387</b>
<b>Comprehensive income for the year</b>					
Loss for the year	-	-	(2,242,613)	(2,242,613)	(2,242,613)
Retranslation of foreign subsidiary	-	1,267	-	1,267	1,267
<b>Total comprehensive income for the year</b>	<b>-</b>	<b>1,267</b>	<b>(2,242,613)</b>	<b>(2,241,346)</b>	<b>(2,241,346)</b>
<b>Contributions by and distributions to owners</b>					
Dividends: Equity capital	-	-	(220,000)	(220,000)	(220,000)
<b>Total transactions with owners</b>	<b>-</b>	<b>-</b>	<b>(220,000)</b>	<b>(220,000)</b>	<b>(220,000)</b>
<b>At 31 March 2023</b>	<b>2</b>	<b>914</b>	<b>2,549,125</b>	<b>2,550,041</b>	<b>2,550,041</b>

**RJB STONE LIMITED**

**COMPANY STATEMENT OF CHANGES IN EQUITY  
FOR THE YEAR ENDED 31 MARCH 2023**

	Called up share capital £	Profit and loss account £	Total equity £
<b>At 1 April 2021</b>	<b>2</b>	<b>3,761,099</b>	<b>3,761,101</b>
<b>Comprehensive income for the year</b>			
Profit for the year	-	<b>1,213,401</b>	<b>1,213,401</b>
<b>Total comprehensive income for the year</b>	<b>-</b>	<b>1,213,401</b>	<b>1,213,401</b>
<b>At 1 April 2022</b>	<b>2</b>	<b>4,974,500</b>	<b>4,974,502</b>
<b>Comprehensive income for the year</b>			
Loss for the year	-	<b>(2,258,398)</b>	<b>(2,258,398)</b>
<b>Total comprehensive income for the year</b>	<b>-</b>	<b>(2,258,398)</b>	<b>(2,258,398)</b>
<b>Contributions by and distributions to owners</b>			
Dividends: Equity capital	-	<b>(220,000)</b>	<b>(220,000)</b>
<b>Total transactions with owners</b>	<b>-</b>	<b>(220,000)</b>	<b>(220,000)</b>
<b>At 31 March 2023</b>	<b>2</b>	<b>2,496,102</b>	<b>2,496,104</b>



# RJB STONE LIMITED

## CONSOLIDATED STATEMENT OF CASH FLOWS FOR THE YEAR ENDED 31 MARCH 2023

	2023 £	2022 £
<b>Cash flows from operating activities</b>		
(Loss)/profit for the financial year	(2,242,613)	1,250,639
<b>Adjustments for:</b>		
Amortisation of intangible assets	4,433	4,433
Depreciation of tangible assets	241,589	214,385
Loss on disposal of tangible assets	-	7,339
Interest payable and similar charges	243,694	138,964
Interest receivable and similar income	(9,173)	(4,659)
Taxation charge	(369,954)	354,855
Decrease/(increase) in stocks	3,632,768	(3,547,652)
Decrease in debtors	304,664	831,712
(Decrease)/increase in creditors	(1,308,335)	1,943,202
Corporation tax paid	(289,586)	(3,694)
Foreign exchange reserve movement	1,267	(353)
<b>Net cash generated from operating activities</b>	<b>208,754</b>	<b>1,189,171</b>
<b>Cash flows from investing activities</b>		
Purchase of intangible fixed assets	(149,490)	(13,300)
Purchase of tangible fixed assets	(106,438)	(4,978,788)
Interest received	-	4,659
<b>Net cash from investing activities</b>	<b>(255,928)</b>	<b>(4,987,429)</b>
<b>Cash flows from financing activities</b>		
New secured loans	-	3,097,500
Movements on invoice discounting	44,329	707,160
Interest paid	(225,421)	(138,964)
Repayment of bank loans	(113,267)	(281,818)
Net trade loan received	438,041	-
Repayment of hire purchase contracts	(104,570)	(8,611)
<b>Net cash generated from financing activities</b>	<b>39,112</b>	<b>3,375,267</b>
<b>Net decrease in cash and cash equivalents</b>	<b>(8,062)</b>	<b>(422,991)</b>
Cash and cash equivalents at beginning of year	41,318	464,309
<b>Cash and cash equivalents at the end of year</b>	<b>33,256</b>	<b>41,318</b>
<b>Cash and cash equivalents at the end of year comprise:</b>		
Cash at bank and in hand	36,726	52,228
Bank overdrafts	(3,470)	(10,910)
	<b>33,256</b>	<b>41,318</b>

**RJB STONE LIMITED**

**CONSOLIDATED ANALYSIS OF NET DEBT  
FOR THE YEAR ENDED 31 MARCH 2023**

	At 1 April 2022 £	Cash flows £	New hire purchase contracts £	Other non- cash changes £	At 31 March 2023 £
Cash at bank and in hand	52,228	(15,502)	-	-	36,726
Bank overdrafts	(10,910)	7,440	-	-	(3,470)
Debt due after 1 year	(2,968,056)	-	-	161,694	(2,806,362)
Debt due within 1 year	(139,425)	(325,944)	-	(161,694)	(627,063)
Hire purchase contracts	(424,645)	104,570	(23,059)	-	(343,134)
	<u>(3,490,808)</u>	<u>(229,436)</u>	<u>(23,059)</u>	<u>-</u>	<u>(3,743,303)</u>

## **RJB STONE LIMITED**

### **NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 MARCH 2023**

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#### **1. General information**

The principal activity of the group and company continued to be that of the design, manufacture and sale of gift and novelty items.

The parent company is a private company limited by shares and is incorporated in England and Wales. The address of the registered office is Elsley Court, 20-22 Great Titchfield Street, London, W1W 8BE. The address of the principal place of business is Bramley Road, Bletchley, Milton Keynes, MK1 1PT.

#### **2. Accounting policies**

##### **2.1 Basis of preparation of financial statements**

The financial statements have been prepared under the historical cost convention unless otherwise specified within these accounting policies and in accordance with Financial Reporting Standard 102, the Financial Reporting Standard applicable in the UK and the Republic of Ireland and the Companies Act 2006.

The preparation of financial statements in compliance with FRS 102 requires the use of certain critical accounting estimates. It also requires group management to exercise judgement in applying the group's accounting policies (see note 3).

The company has taken advantage of the exemption allowed under section 408 of the Companies Act 2006 and has not presented its own statement of comprehensive income in these financial statements.

The following principal accounting policies have been applied:

##### **2.2 Basis of consolidation**

The consolidated financial statements present the results of the company and its own subsidiaries ("the group") as if they form a single entity. Intercompany transactions and balances between group companies are therefore eliminated in full.

The consolidated financial statements incorporate the results of business combinations using the purchase method. In the balance sheet, the acquiree's identifiable assets, liabilities and contingent liabilities are initially recognised at their fair values at the acquisition date. The results of acquired operations are included in the consolidated statement of comprehensive income from the date on which control is obtained. They are deconsolidated from the date control ceases.

##### **2.3 Going concern**

The director is assessing, on an ongoing basis, the impact of uncertainty arising from the cost-of-living crisis. Whilst the director appreciates there is significant uncertainty surrounding the future economic climate, he is confident that the group and company have adequate resources to satisfy their anticipated financial obligations for at least 12 months from the date of signature of the financial statements, which have been prepared on the going concern basis.

## **RJB STONE LIMITED**

### **NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 MARCH 2023**

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#### **2. Accounting policies (continued)**

##### **2.4 Turnover**

Turnover, which is stated excluding Value Added Tax and other sales related taxes, is the amount receivable for goods supplied less returns, trade discounts and allowances.

Retail sales, returns and allowances are reflected at the date of transaction with customers. Wholesale sales are recognised when the significant risks and rewards of ownership have transferred to the customer.

The whole of turnover is attributable to the sale of gift and novelty items.

There has been a prior year restatement affecting turnover and cost of sales in the comparative period. This restatement has no effect on gross profit or brought forward reserves.

##### **2.5 Foreign currency translation**

###### **Functional and presentation currency**

The company's functional and presentational currency is pound sterling.

###### **Transactions and balances**

Foreign currency transactions are translated into the functional currency using the spot exchange rates at the dates of the transactions.

At each period end foreign currency monetary items are translated using the closing rate. Non-monetary items measured at historical cost are translated using the exchange rate at the date of the transaction and non-monetary items measured at fair value are measured using the exchange rate when fair value was determined.

Foreign exchange gains and losses resulting from the settlement of transactions and from the translation at period end exchange rates of monetary assets and liabilities denominated in foreign currencies are recognised in profit or loss.

On consolidation, the results of overseas operations are translated into sterling at rates approximating to those ruling when the transactions took place. All assets and liabilities of overseas operations are translated at the rate ruling at the reporting date. Exchange differences arising on translating the opening net assets at opening rate and the results of overseas operations at actual rate are recognised in other comprehensive income.

##### **2.6 Finance costs**

Finance costs are charged to profit or loss over the term of the debt using the effective interest method so that the amount charged is at a constant rate on the carrying amount.

##### **2.7 Dividends**

Equity dividends are recognised when they become legally payable. Interim equity dividends are recognised when paid. Final equity dividends are recognised when approved by the shareholders at an annual general meeting.

## **RJB STONE LIMITED**

### **NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 MARCH 2023**

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#### **2. Accounting policies (continued)**

##### **2.8 Operating leases**

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

Benefits received and receivable as an incentive to sign an operating lease are recognised on a straight-line basis over the lease term, unless another systematic basis is representative of the time pattern of the lessee's benefit from the use of the leased asset.

##### **2.9 Leased assets**

Assets obtained under hire purchase contracts are capitalised as tangible fixed assets and depreciated over their useful lives. Hire purchase contracts are those where substantially all of the benefits and risks of ownership are assumed by the group. Obligations under such agreements are included in creditors net of the finance charge allocated to future periods. The finance element of the rental payment is charged to profit or loss so as to produce a constant periodic rate of charge on the net obligation outstanding in each period.

##### **2.10 Pensions**

###### **Defined contribution pension plan**

The group operates a defined contribution plan for its employees. A defined contribution plan is a pension plan under which the group pays fixed contributions into a separate entity. Once the contributions have been paid the group has no further payment obligations.

The contributions are recognised as an expense in profit or loss when they fall due. Amounts not paid are shown in accruals as a liability in the balance sheet. The assets of the plan are held separately from the group in independently administered funds.

##### **2.11 Holiday pay accrual**

A liability is recognised to the extent of any unused holiday pay entitlement which is accrued at the balance sheet date and carried forward to future periods. This is measured at the undiscounted salary cost of the future holiday entitlement so accrued at the balance sheet date.

##### **2.12 Government grants**

Government grants are measured at the fair value of the asset received or receivable. Grants are accounted under the accruals model as permitted by FRS 102. Grants of a revenue nature are recognised in the consolidated statement of comprehensive income in the same period as the related expenditure.

##### **2.13 Interest income**

Interest income is recognised in profit or loss using the effective interest method.

## **RJB STONE LIMITED**

### **NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 MARCH 2023**

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#### **2. Accounting policies (continued)**

##### **2.14 Intangible assets**

Intangible assets are initially recognised at cost. After recognition, under the cost model, intangible assets are measured at cost less any accumulated amortisation and any accumulated impairment losses.

At each reporting date the company assesses whether there is any indication of impairment. If such indication exists, the recoverable amount of the asset is determined which is the higher of its fair value less costs to sell and its value in use. An impairment loss is recognised where the carrying amount exceeds the recoverable amount.

Capitalised website development costs are amortised over 3 years straight line, which is considered to be their estimated useful life.

##### **2.15 Tangible fixed assets**

Tangible fixed assets under the cost model are stated at historical cost less accumulated depreciation and any accumulated impairment losses. Historical cost includes expenditure that is directly attributable to bringing the asset to the location and condition necessary for it to be capable of operating in the manner intended by management.

At each reporting date the group assesses whether there is any indication of impairment. If such indication exists, the recoverable amount of the asset is determined which is the higher of its fair value less costs to sell and its value in use. An impairment loss is recognised where the carrying amount exceeds the recoverable amount.

Depreciation is charged so as to allocate the cost of assets less their residual value over their estimated useful lives.

Depreciation is provided on the following basis:

Freehold buildings	- 50 years straight line
Freehold land	- not depreciated
Land and buildings leasehold	- term of lease
Motor vehicles	- 25% reducing balance
Fixtures and fittings	- between 10% straight line and 25% reducing balance
Computer equipment	- 3 years straight line

The assets' residual values, useful lives and depreciation methods are reviewed, and adjusted prospectively if appropriate, or if there is an indication of a significant change since the last reporting date.

Gains and losses on disposals are determined by comparing the proceeds with the carrying amounts and are recognised in the consolidated statement of comprehensive income.

##### **2.16 Valuation of investments**

Investments in subsidiaries are measured at cost less accumulated impairment.

## **RJB STONE LIMITED**

### **NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 MARCH 2023**

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#### **2. Accounting policies (continued)**

##### **2.17 Stocks**

Stocks are stated at the lower of cost and net realisable value, being the estimated selling price less costs to complete and sell. Cost is based on the cost of purchase on a first in, first out basis.

At each balance sheet date, stocks are assessed for impairment. If stock is impaired, the carrying amount is reduced to its selling price less costs to complete and sell. The impairment loss is recognised immediately in profit or loss.

##### **2.18 Debtors**

Short-term debtors are measured at transaction price, less any impairment.

##### **2.19 Cash and cash equivalents**

Cash is represented by cash in hand and deposits with financial institutions repayable without penalty on notice of not more than 24 hours.

##### **2.20 Financial instruments**

The group enters into basic financial instrument transactions that result in the recognition of financial assets and liabilities such as trade and other debtors and creditors and loans from banks.

Debt instruments (other than those wholly repayable or receivable within one year), including loans and other accounts receivable and payable, are initially measured at present value of the future cash flows and subsequently at amortised cost using the effective interest method. Debt instruments that are payable or receivable within one year, typically trade debtors and creditors, are measured, initially and subsequently, at the undiscounted amount of the cash or other consideration expected to be paid or received.

Financial assets that are measured at cost and amortised cost are assessed at the end of each reporting period for objective evidence of impairment. If objective evidence of impairment is found, an impairment loss is recognised in the consolidated statement of comprehensive income.

For financial assets measured at cost less impairment, the impairment loss is measured as the difference between an asset's carrying amount and best estimate of the recoverable amounts, which is an approximation of the amount that the group would receive for the asset if it were to be sold at the balance sheet date.

##### **2.21 Creditors**

Short-term creditors are measured at the transaction price. Other financial liabilities, including bank loans, are measured initially at fair value, net of transaction costs, and are measured subsequently at amortised cost using the effective interest method.

## **RJB STONE LIMITED**

### **NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 MARCH 2023**

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#### **2. Accounting policies (continued)**

##### **2.22 Dilapidation provision**

Provision for dilapidations is recognised where the group has an obligation in respect of dilapidations under the terms of the lease.

The provision is recognised as the estimated future expenditure to return the leased property to its condition at the start of the lease.

For leasehold improvements, a corresponding tangible fixed asset is capitalised and amortised over the lease term.

Other costs to restore dilapidations is the estimate of repair costs expected to be incurred and is provided over the lease term on a straight line basis.

##### **2.23 Current and deferred taxation**

The tax expense for the year comprises current and deferred tax. Tax is recognised in profit or loss except that a charge attributable to an item of income and expense recognised as other comprehensive income or to an item recognised directly in equity is also recognised in other comprehensive income or directly in equity respectively.

The current income tax charge is calculated on the basis of tax rates and laws that have been enacted or substantively enacted by the balance sheet date in the countries where the company and the group operate and generate income.

Deferred tax balances are recognised in respect of all timing differences that have originated but not reversed by the balance sheet date, except:

- The recognition of deferred tax assets is limited to the extent that it is probable that they will be recovered against the reversal of deferred tax liabilities or other future taxable profits;
- Any deferred tax balances are reversed if and when all conditions for retaining associated tax allowances have been met; and
- Where they relate to timing differences in respect of interests in subsidiaries, associates, branches and joint ventures and the group can control the reversal of the timing differences and such reversal is not considered probable in the foreseeable future.

Deferred tax balances are not recognised in respect of permanent differences. Deferred tax is determined using tax rates and laws that have been enacted or substantively enacted by the balance sheet date.



## **RJB STONE LIMITED**

### **NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 MARCH 2023**

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#### **3. Judgements in applying accounting policies and key sources of estimation uncertainty**

In applying the group's accounting policies, the director is required to make judgements, estimates and assumptions in determining the carrying value of assets and liabilities. The director's judgements, estimates and assumptions are based on the best and most reliable evidence at the time considered to be applicable. Due to the inherent sensitivity involved making judgements, estimates and assumptions, the actual results and outcomes may differ.

The estimates and underlying assumptions are reviewed on an ongoing basis. Any revisions to accounting estimates are recognised prospectively.

##### **a) Critical judgements in applying the group's accounting policies**

###### ***Assessing indicators of impairment***

In assessing whether there have been any indicators of impairment to assets, the director considers both external and internal sources of information such as market conditions and experience of recoverability and establish a provision for receivables that are estimated not to be recoverable.

##### **b) Key accounting estimates and assumptions**

###### ***Provisions against slow moving inventory***

The group establishes a provision for slow moving inventory. When determining the provision, the director considers factors such as the amount of the inventory holding and subsequent sales.

###### ***Provisions***

Provision is made for dilapidations. These provisions require the director's estimate of the costs that will be incurred based on contractual requirements.

###### ***Recoverability of receivables***

The group establishes a provision for receivables that are estimated not to be recoverable. When assessing recoverability the director considers factors such as the ageing of the receivables, past experience of recoverability and the credit profile of the debtor.

###### ***Determining residual values and useful economic lives of property, plant and equipment and intangible fixed assets***

The group depreciates tangible assets and amortises intangible assets over their estimated useful lives. The estimation of the useful lives of assets is based on historic performance, as well as expectations about future use, and therefore requires estimates and assumptions to be applied by management. The actual lives of these assets can vary depending on a variety of factors, including product life cycles and maintenance programs.

Judgement is applied by the director when determining the residual values for tangible and intangible fixed assets. When determining the residual value, the director aims to assess the amount that the group would currently obtain for the disposal of the asset, if it were already of the condition expected at the end of its useful economic life.

# RJB STONE LIMITED

## NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 MARCH 2023

### 4. Turnover

The whole of the turnover is attributable to the sale of gift and novelty items.

Analysis of turnover by country of destination:

	2023 £	As restated 2022 £
United Kingdom	10,008,311	12,974,840
Rest of Europe	2,118,110	3,139,963
Rest of the world	401,662	757,826
	<u>12,528,083</u>	<u>16,872,629</u>

### 5. Other operating income

	2023 £	2022 £
Government grants receivable	-	48,560
Sundry income	6,943	-
	<u>6,943</u>	<u>48,560</u>

During the year, the group received £NIL (2022 - £48,560) under the Coronavirus Job Retention Scheme, a government grant that allowed employers to place staff on temporary leave and claim the cost of up to 80% of employees' payroll cost. There are no unfulfilled conditions or other contingencies attached to the grant.

### 6. Operating (loss)/profit

The operating (loss)/profit is stated after (crediting)/charging:

	2023 £	2022 £
Depreciation	241,589	214,385
Amortisation	4,433	4,433
Exchange differences	(158,222)	78,817
Operating lease rentals	<u>196,151</u>	<u>576,689</u>

# **RJB STONE LIMITED**

## **NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 MARCH 2023**

### **7. Auditor's remuneration**

	<b>2023</b>	<b>2022</b>
	<b>£</b>	<b>£</b>
Fees payable to the company's auditor for the audit of the company's annual financial statements	<b>26,700</b>	26,800
Fees payable to the company's auditor and its associates in respect of all other services	<b>11,050</b>	15,698

### **8. Employees**

Staff costs, including directors' remuneration, were as follows:

	<b>2023</b>	<b>2022</b>
	<b>£</b>	<b>£</b>
Wages and salaries	<b>3,936,055</b>	3,510,143
Social security costs	<b>296,700</b>	250,080
Cost of defined contribution scheme	<b>62,428</b>	51,617
	<b>4,295,183</b>	3,811,840

The average monthly number of employees, including the directors, during the year was as follows:

	<b>2023</b>	<b>2022</b>
	<b>No.</b>	<b>No.</b>
Directors	<b>2</b>	2
Office	<b>39</b>	36
Warehouse	<b>44</b>	35
Shop	<b>13</b>	13
	<b>98</b>	86

# **RJB STONE LIMITED**

## **NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 MARCH 2023**

### **9. Directors' remuneration**

	<b>2023</b>	<b>2022</b>
	<b>£</b>	<b>£</b>
Directors' emoluments	<b>278,740</b>	244,154
Group contributions to defined contribution pension schemes	<b>4,421</b>	4,894
	<b><u>283,161</u></b>	<b><u>249,048</u></b>

During the year retirement benefits were accruing to 2 directors (2022 - 2) in respect of defined contribution pension schemes.

The highest paid director received remuneration of £252,000 (2022 - £223,654).

The value of the group's contributions paid to a defined contribution pension scheme in respect of the highest paid director amounted to £3,750 (2022 - £3,894).

Included within the remuneration received by the highest paid director above is an accrual of £116,000 that is expected to be set against a director's loan account balance deemed irrecoverable. It is expected that these emoluments will be processed in the next financial year.

### **10. Interest receivable and similar income**

	<b>2023</b>	<b>2022</b>
	<b>£</b>	<b>£</b>
Other interest receivable	<b><u>9,173</u></b>	<b><u>4,659</u></b>

### **11. Interest payable and similar charges**

	<b>2023</b>	<b>2022</b>
	<b>£</b>	<b>£</b>
Bank interest payable	<b>200,826</b>	84,011
Interest payable on hire purchase contracts	<b>24,595</b>	932
Other interest payable	<b>18,273</b>	54,953
	<b><u>243,694</u></b>	<b><u>139,896</u></b>

# RJB STONE LIMITED

## NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 MARCH 2023

### 12. Taxation

	2023 £	2022 £
<b>Corporation tax</b>		
Current tax on profits for the year	(231,732)	232,096
<b>Total current tax</b>	<b>(231,732)</b>	<b>232,096</b>
<b>Deferred tax</b>		
Origination and reversal of timing differences	(138,222)	122,759
<b>Total deferred tax</b>	<b>(138,222)</b>	<b>122,759</b>
<b>Taxation on (loss)/profit on ordinary activities</b>	<b>(369,954)</b>	<b>354,855</b>

#### Factors affecting tax charge for the year

The tax assessed for the year is higher than (2022 - higher than) the standard rate of corporation tax in the UK of 19% (2022 - 19%). The differences are explained below:

	2023 £	2022 £
(Loss)/profit on ordinary activities before tax	(2,612,567)	1,605,494
(Loss)/profit on ordinary activities multiplied by standard rate of corporation tax in the UK of 19% (2022 - 19%)	(496,388)	305,044
<b>Effects of:</b>		
Fixed asset differences	29,619	-
Expenses not deductible for tax purposes	6,777	21,566
Capital allowances for year in excess of depreciation	-	2,147
Losses carried back	231,732	-
Adjustments to tax charge in respect of previous periods	(231,732)	-
Other differences	-	(7,075)
Remeasurement of deferred tax for changes in tax rates	(81,999)	33,173
Movement in deferred tax not recognised	172,037	-
<b>Total tax charge for the year</b>	<b>(369,954)</b>	<b>354,855</b>

#### Factors that may affect future tax charges

The group has estimated losses of £1,365,138 (2022 - £NIL) available for carry forward against future profits. £204,348 (2022 - £NIL) of the deferred tax asset in respect of these losses has not been recognised due to the uncertainty of sufficient future profits against which to recover the asset.

# RJB STONE LIMITED

## NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 MARCH 2023

### 13. Dividends

	2023 £	2022 £
Dividends paid on equity capital	220,000	-

### 14. Parent company profit for the year

The company has taken advantage of the exemption allowed under section 408 of the Companies Act 2006 and has not presented its own statement of comprehensive income in these financial statements. The loss after tax of the parent company for the year was £2,258,398 (2022 - profit of £1,213,401).

### 15. Intangible assets

#### Group and company

	Website development £
<b>Cost</b>	
At 1 April 2022	226,719
Additions	149,490
At 31 March 2023	376,209
<b>Amortisation</b>	
At 1 April 2022	217,852
Charge for the year	4,433
At 31 March 2023	222,285
<b>Net book value</b>	
At 31 March 2023	153,924
At 31 March 2022	8,867

# RJB STONE LIMITED

## NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 MARCH 2023

### 16. Tangible fixed assets

#### Group and company

	Freehold property £	Short-term leasehold property £	Motor vehicles £	Fixtures and fittings £	Computer equipment £	Total £
<b>Cost</b>						
At 1 April 2022	4,652,359	261,192	17,252	916,995	466,513	6,314,311
Additions	-	750	33,159	73,385	22,203	129,497
At 31 March 2023	4,652,359	261,942	50,411	990,380	488,716	6,443,808
<b>Depreciation</b>						
At 1 April 2022	29,167	241,208	14,532	319,137	348,543	952,587
Charge for the year	70,000	12,414	8,970	80,182	70,023	241,589
At 31 March 2023	99,167	253,622	23,502	399,319	418,566	1,194,176
<b>Net book value</b>						
At 31 March 2023	4,553,192	8,320	26,909	591,061	70,150	5,249,632
At 31 March 2022	4,623,192	19,984	2,720	597,858	117,970	5,361,724

#### Hire purchase contracts

Included in tangible fixed assets are assets under hire purchase contracts with a net book value of £422,408 (2022 - £468,526) after a depreciation charge of £57,982 (2022 - £11,798).

# RJB STONE LIMITED

## NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 MARCH 2023

### 17. Fixed asset investments

#### Company

	Investments in subsidiary companies £
<b>Cost</b>	
At 1 April 2022	86
At 31 March 2023	86

#### Subsidiary undertaking

The following was a subsidiary undertaking of the company:

Name	Country of incorporation	Principal activity	Class of shares	Holding
Gala & Coco BV	The Netherlands	Retail trade	Ordinary	100%

The results of the above subsidiary are included in the consolidated financial statements. The address of its registered office is Kraljenhoffstraat 137 A, 1018RG, Amsterdam, the Netherlands.

### 18. Stocks

	Group 2023 £	Group 2022 £	Company 2023 £	Company 2022 £
Finished goods and goods for resale	2,701,595	6,334,363	2,701,595	6,334,363

### 19. Debtors

	Group 2023 £	Group 2022 £	Company 2023 £	Company 2022 £
<b>Due after more than one year</b>				
Other debtors	16,252	-	16,252	-
<b>Due within one year</b>				
Trade debtors	986,499	1,080,472	986,499	1,080,472
Other debtors	454,159	770,485	454,159	770,485
Prepayments and accrued income	229,791	351,235	229,791	351,235
Tax recoverable	65,668	3,694	65,668	-
	1,752,369	2,205,886	1,752,369	2,202,192



# RJB STONE LIMITED

## NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 MARCH 2023

### 20. Cash and cash equivalents

	Group 2023 £	Group 2022 £	Company 2023 £	Company 2022 £
Cash at bank and in hand	36,726	52,228	36,726	52,228
Less: bank overdrafts	(3,470)	(10,910)	(3,470)	(10,910)
	<u>33,256</u>	<u>41,318</u>	<u>33,256</u>	<u>41,318</u>

### 21. Creditors: Amounts falling due within one year

	Group 2023 £	Group 2022 £	Company 2023 £	Company 2022 £
Bank overdrafts	3,470	10,910	3,470	10,910
Bank loans	615,912	129,444	615,912	129,444
Trade creditors	1,536,710	1,298,354	1,464,206	1,290,638
Amounts owed to group undertakings	-	-	146,553	72,008
Corporation tax	72,598	513,669	66,541	513,669
Other taxation and social security	495,142	669,091	481,173	641,866
Obligations under hire purchase contracts	110,958	104,510	110,958	104,510
Proceeds of factored debts	769,993	725,664	769,993	725,664
Other creditors	164,871	1,638,762	164,871	1,638,762
Accruals and deferred income	379,013	277,864	379,013	274,074
	<u>4,148,667</u>	<u>5,368,268</u>	<u>4,202,690</u>	<u>5,401,545</u>

The amounts due in relation to factored debts are secured by a fixed and floating charge over the assets of the company.

### 22. Creditors: Amounts falling due after more than one year

	Group 2023 £	Group 2022 £	Company 2023 £	Company 2022 £
Bank loans	2,806,362	2,968,056	2,806,362	2,968,056
Obligations under hire purchase contracts	232,176	320,135	232,176	320,135
	<u>3,038,538</u>	<u>3,288,191</u>	<u>3,038,538</u>	<u>3,288,191</u>

# RJB STONE LIMITED

## NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 MARCH 2023

### 23. Loans

Analysis of the maturity of loans is given below:

	Group 2023 £	Group 2022 £	Company 2023 £	Company 2022 £
<b>Amounts falling due within one year</b>				
Bank loans	615,912	129,444	615,912	129,444
<b>Amounts falling due 1-2 years</b>				
Bank loans	140,507	179,637	140,507	179,637
<b>Amounts falling due 2-5 years</b>				
Bank loans	490,822	572,825	490,822	572,825
<b>Amounts falling due after more than 5 years</b>				
Bank loans	2,175,033	2,215,594	2,175,033	2,215,594
	<u>3,422,274</u>	<u>3,097,500</u>	<u>3,422,274</u>	<u>3,097,500</u>

The loan is repayable in instalments over 15 years from September 2021. Interest is payable on the loan at 2.29% over the Bank of England Base Rate. The loan is secured by a fixed and floating charge over the assets of the company and a first legal charge over the freehold of the company's warehouse.

### 24. Hire purchase contracts

Minimum lease payments under hire purchase contracts fall due as follows:

	2023 £	2022 £
Within one year	134,505	123,356
Between 1-5 years	248,067	341,996
	<u>382,572</u>	<u>465,352</u>

Obligations under hire purchase contracts are secured over the assets to which they relate.

### 25. Financial instruments

	Group 2023 £	Group 2022 £	Company 2023 £	Company 2022 £
<b>Financial assets</b>				
Financial assets measured at fair value through profit or loss	36,726	52,228	36,726	52,228

Financial assets measured at fair value through profit or loss comprise cash at bank and in hand.

# RJB STONE LIMITED

## NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 MARCH 2023

### 26. Deferred taxation

#### Group

	2023 £	2022 £
At beginning of year	138,222	15,463
Profit and loss account movement	(138,222)	122,759
<b>At end of year</b>	<b>-</b>	<b>138,222</b>

The deferred taxation balance is made up as follows:

	Group 2023 £	Group 2022 £	Company 2023 £	Company 2022 £
Fixed asset timing differences	187,160	165,718	187,160	165,718
Short-term timing differences	(50,224)	(27,496)	(50,224)	(27,496)
Tax losses carried forward	(136,936)	-	(136,936)	-
	<b>-</b>	<b>138,222</b>	<b>-</b>	<b>138,222</b>

### 27. Provisions

A dilapidation provision of £157,000 (2022 - £157,000) has been recognised in respect of the estimated cost of returning the company's warehouse and the other sites from which the company operates to their original state.

### 28. Share capital

	2023 £	2022 £
<b>Allotted, called up and fully paid</b>		
2 ordinary shares of £1 each	2	2

There is a single class of ordinary share. There are no restrictions on the distribution of dividends and the repayment of capital.

### 29. Reserves

#### Foreign exchange reserve

This represents the cumulative difference on retranslation of the overseas subsidiary results on consolidation.

## RJB STONE LIMITED

### NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 MARCH 2023

#### 30. Pension commitments

The group operates a defined contributions pension scheme. The assets of the scheme are held separately from those of the group in an independently administered fund. The pension cost charge represents contributions payable by the group to the fund and amounted to £62,428 (2022 - £51,617). Contributions totalling £11,151 (2022 - £9,981) were payable to the fund at the balance sheet date and are included in creditors.

#### 31. Commitments under operating leases

At 31 March 2023 the group and the company had future minimum lease payments due under non-cancellable operating leases for each of the following periods:

	Group 2023 £	Group 2022 £	Company 2023 £	Company 2022 £
Not later than 1 year	130,057	210,136	130,057	210,136
Later than 1 year and not later than 5 years	32,500	158,371	32,500	158,371
	<u>162,557</u>	<u>368,507</u>	<u>162,557</u>	<u>368,507</u>

#### 32. Transactions with directors

	Opening balance £	Amounts advanced £	Interest charged £	Dividends and repayments £	Closing balance £
R Stone	146,300	262,430	5,844	(220,000)	194,574
D Heap	163,717	-	2,962	3,328	170,007
	<u>310,017</u>	<u>262,430</u>	<u>8,806</u>	<u>(216,672)</u>	<u>364,581</u>

The maximum balances outstanding from the directors during the year were:

R Stone - £375,897 (2022 - £146,300).

D Heap - £170,007 (2022 - £163,717).

The loans to the directors attract interest at a rate of 2% (2022 - 2%) per annum, are unsecured and are repayable on demand.

**RJB STONE LIMITED**

**NOTES TO THE FINANCIAL STATEMENTS  
FOR THE YEAR ENDED 31 MARCH 2023**

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**33. Related party transactions**

No disclosure has been made of transactions with a wholly owned group company in accordance with FRS 102 Section 33 paragraph 33.1A.

R Stone has provided a personal guarantee of £450,000 (2022 - £NIL) in support of loans provided to the company during the year to 31 March 2023. £438,041 (2022 - £NIL) was due to the bank in relation to this loan at the year end.

During the year, the company entered into transactions with a company under common control. The net transactions with the company under common control were £20,048 (2022 - £4,285). At the balance sheet date, the amount owed by the company under common control was £26,397 (2022 - £6,349).

Other than as disclosed within directors' remuneration in note 9, there was no remuneration in relation to key management personnel in the current or prior year.

**34. Post balance sheet events**

There have been no significant events affecting the company since the year end.

**35. Controlling party**

The ultimate controlling party is R Stone, by virtue of his 100% shareholding.