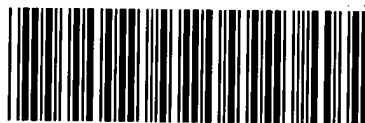


TRAD HIRE & SALES LIMITED
ANNUAL REPORT
FOR THE YEAR ENDED 31 AUGUST 2019

THURSDAY



A9CBE8CJ

A15

27/08/2020

#257

COMPANIES HOUSE

TRAD HIRE & SALES LIMITED

COMPANY INFORMATION

Directors	Dr M Altrad I M Garcia D Moore R Neilson L Huetz J Paterson M I Osman (resigned 17 September 2018) J A Fassenfelt (appointed 15 October 2018, resigned 6 November 2019) P V Matthews (appointed 2 January 2020) C Dobson (appointed 16 January 2020)
Company secretary	P V Matthews
Registered number	03491083
Registered office	Trad Scaffolding Albion Road Dartford Kent DA1 5PZ
Independent auditor	Cooper Parry Group Limited Chartered Accountants & Statutory Auditor Sky View Argosy Road East Midlands Airport Castle Donington Derby DE74 2SA

TRAD HIRE & SALES LIMITED

CONTENTS

	Page
Strategic report	1
Directors' report	2 - 3
Independent auditor's report	4 - 6
Profit and loss account	7
Balance sheet	8
Statement of changes in equity	9
Notes to the financial statements	10 - 26

TRAD HIRE & SALES LIMITED

STRATEGIC REPORT FOR THE YEAR ENDED 31 AUGUST 2019

Introduction

The company's principal activity is the hire and sale of scaffolding and related plant and equipment.

Business review

Trading conditions remained competitive for the year ended 31 August 2019 with a slight increase in turnover to £47.5 million (2018: £46.6 million). Indications are that the market has remained stable with low cost finance moving more towards direct sale. As a result activity levels remained solid and the directors continued to focus on reducing costs and surplus capacity resulting in a gross profit of £12.9 million (2018: £13.5 million) and an operating profit of £5.2 million (2018: £5.7 million).

Principal risks and uncertainties

We believe the principal risk and uncertainty facing the business is the general economic climate.

Coronavirus

At the date of signing these accounts, COVID-19 represents both a risk to the business and its people. The company is taking active measures to ensure its people remain safe and healthy. We have implemented the following measures: self-isolation, social distancing and the ability to work from home or in roster patterns where necessary. Business sustainability is also kept under continual review with ongoing monitoring and flexing of the cost base to respond to any shortfalls in revenue. Actions include reduction in working hours, reduction in discretionary spending and utilisation of the Governments Coronavirus Job Retention Scheme.

Credit risk

The company has implemented policies that require appropriate credit checks on potential customers before new accounts are accepted, and continually monitors the credit arrangements of existing customers.

Price risk


Expenditure incurred by the company 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.

Financial key performance indicators

We consider our key performance indicators to be turnover and gross profit margin.

	2019 £'000s	2018 £'000s	Movement £'000s
Turnover	47,544	46,578	966
Gross profit	12,894	13,531	(637)
Gross profit margin	27%	29%	(2%)

This report was approved by the board and signed on its behalf.

DocuSigned by:

952BD238B55A437...
Des Moore
Director

Date: 14 August 2020

TRAD HIRE & SALES LIMITED

DIRECTORS' REPORT FOR THE YEAR ENDED 31 AUGUST 2019

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

Directors' responsibilities statement

The directors are responsible for preparing the strategic report, the directors' report and the financial statements in accordance with applicable law and regulations.

Company law requires the directors to prepare financial statements for each financial year. Under that law the directors have elected to prepare the financial statements in accordance with 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 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 for the company'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 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 to 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.

Results and dividends

The profit for the year, after taxation, amounted to £3,413,873 (2018: £4,538,992).

The directors do not recommend the payment of a dividend (2018: £Nil).

Directors

The directors who served during the year are disclosed on the company information page.

Coronavirus

At the date of signing these financial statements, the directors have considered the effect on the company with the information available to it, and do not believe it will affect the company's ability to continue to trade for the foreseeable future. As with most businesses, there will be short term practical difficulties which we have addressed and are managing. See note 1.2 for further details.

TRAD HIRE & SALES LIMITED


**DIRECTORS' REPORT (CONTINUED)
FOR THE YEAR ENDED 31 AUGUST 2019**

Disclosure of information to auditor

Each of the persons who are directors at the time when this directors' report is approved has confirmed that:

- so far as the director is aware, there is no relevant audit information of which the company's auditor is unaware, and
- the director 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's auditor is aware of that information.

This report was approved by the board and signed on its behalf.

DocuSigned by:

952BD238B55A437...
Des Moore
Director

Date: 14 August 2020

TRAD HIRE & SALES LIMITED

INDEPENDENT AUDITOR'S REPORT TO THE MEMBERS OF TRAD HIRE & SALES LIMITED

Opinion

We have audited the financial statements of Trad Hire & Sales Limited (the 'company') for the year ended 31 August 2019, which comprise the profit and loss account, the balance sheet, the statement of changes in equity 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 company's affairs as at 31 August 2019 and of its profit 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 company 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.

Emphasis of matter

We draw attention to the going concern accounting policy in note 1.2, which refers to the global Coronavirus pandemic. Our opinion is not modified in respect of this matter.

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.

TRAD HIRE & SALES LIMITED

INDEPENDENT AUDITOR'S REPORT TO THE MEMBERS OF TRAD HIRE & SALES LIMITED (CONTINUED)

Other information

The directors are responsible for the other information. The other information comprises the information included in the annual report, other than the financial statements and our auditor's report thereon. Our opinion on the financial statements does not cover the other information and, except to the extent otherwise explicitly stated in our report, we do not express any form of assurance conclusion thereon.

In connection with our audit of the financial statements, our responsibility is to read the other information and, in doing so, consider whether the other information is materially inconsistent with the financial statements or our knowledge obtained in the audit or otherwise appears to be materially misstated. If we identify such material inconsistencies or apparent material misstatements, we are required to determine whether there is a material misstatement in the financial statements or a material misstatement of the other information. If, based on the work we have performed, we conclude that there is a material misstatement of this other information, we are required to report that fact.

We have nothing to report in this regard.

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

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

Responsibilities of directors

As explained more fully in the directors' responsibilities statement on page 2, the directors are responsible for the preparation of the financial statements and for being satisfied that they give a true and fair view, and for such internal control as the directors determine is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the financial statements, the directors are responsible for assessing the company's ability to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless the directors either intend to liquidate the company or to cease operations, or have no realistic alternative but to do so.

TRAD HIRE & SALES LIMITED

**INDEPENDENT AUDITOR'S REPORT TO THE MEMBERS OF TRAD HIRE & SALES LIMITED
(CONTINUED)**

Auditor's responsibilities for the audit of the financial statements

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with ISAs (UK) will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these financial statements.

A further description of our responsibilities for the audit of the financial statements is located on the Financial Reporting Council's website at: 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.



Andrew Honarmand (Senior statutory auditor)

for and on behalf of
Cooper Parry Group Limited

Chartered Accountants
Statutory Auditor

Sky View
Argosy Road
East Midlands Airport
Castle Donington
Derby
DE74 2SA

Date: 14 August 2020

TRAD HIRE & SALES LIMITED

PROFIT AND LOSS ACCOUNT FOR THE YEAR ENDED 31 AUGUST 2019

	Note	2019 £	2018 £
Turnover	3	47,544,102	46,577,612
Cost of sales		(34,649,915)	(33,047,074)
Gross profit		12,894,187	13,530,538
Administrative expenses		(7,784,130)	(7,991,053)
Other operating income		54,144	115,389
Operating profit	4	5,164,201	5,654,874
Interest receivable and similar income		65,430	73,272
Interest payable and expenses	8	(1,003,033)	(50,652)
Profit on ordinary activities before taxation		4,226,598	5,677,494
Taxation on profit on ordinary activities	9	(812,725)	(1,138,502)
Profit for the financial year		3,413,873	4,538,992

There were no recognised gains and losses for 2019 or 2018 other than those included in the profit and loss account.


The notes on pages 10 to 26 form part of these financial statements.

TRAD HIRE & SALES LIMITED
REGISTERED NUMBER: 03491083

BALANCE SHEET
AS AT 31 AUGUST 2019

	Note	2019 £	2018 £
Fixed assets			
Tangible assets	10	24,361,777	22,165,519
Fixed asset investments	11	46,134,947	46,134,947
		<u>70,496,724</u>	<u>68,300,466</u>
Current assets			
Stocks	12	5,765,217	6,011,405
Debtors: amounts falling due within one year	13	11,145,087	10,309,505
Cash at bank and in hand		8,846,759	8,329,090
		<u>25,757,063</u>	<u>24,650,000</u>
Creditors: amounts falling due within one year	14	<u>(58,693,105)</u>	<u>(58,500,476)</u>
Net current liabilities		<u>(32,936,042)</u>	<u>(33,850,476)</u>
Total assets less current liabilities		<u>37,560,682</u>	<u>34,449,990</u>
Creditors: amounts falling due after more than one year	15	(404,898)	(712,834)
Provisions for liabilities			
Deferred taxation	16	<u>(436,184)</u>	<u>(431,646)</u>
Net assets		<u><u>36,719,600</u></u>	<u><u>33,305,510</u></u>
Capital and reserves			
Called up share capital	17	5,291	5,074
Share premium account	18	430,184	430,184
Capital redemption reserve	18	601,495	601,495
Profit and loss account	18	35,682,630	32,268,757
Shareholders' funds		<u><u>36,719,600</u></u>	<u><u>33,305,510</u></u>

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

DocuSigned by:

 852BD238B55A437...
D MOORE
 Director

Date: 14 August 2020

The notes on pages 10 to 26 form part of these financial statements.

TRAD HIRE & SALES LIMITED

**STATEMENT OF CHANGES IN EQUITY
FOR THE YEAR ENDED 31 AUGUST 2019**

	Called up share capital	Share premium account	Capital redemption reserve	Profit and loss account	Total equity
	£	£	£	£	£
At 1 September 2018	5,074	430,184	601,495	32,268,757	33,305,510
Profit for the year	-	-	-	3,413,873	3,413,873
Shares issued during the year	217	-	-	-	217
At 31 August 2019	5,291	430,184	601,495	35,682,630	36,719,600

**STATEMENT OF CHANGES IN EQUITY
FOR THE YEAR ENDED 31 AUGUST 2018**

	Called up share capital	Share premium account	Capital redemption reserve	Profit and loss account	Total equity
	£	£	£	£	£
At 1 September 2017	5,074	430,184	601,495	27,729,765	28,766,518
Profit for the year	-	-	-	4,538,992	4,538,992
At 31 August 2018	5,074	430,184	601,495	32,268,757	33,305,510

The notes on pages 10 to 26 form part of these financial statements.

TRAD HIRE & SALES LIMITED

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 AUGUST 2019

1. Accounting policies

Trad Hire & Sales Limited (the 'company') is a limited liability company incorporated and domiciled in the United Kingdom. The address of its registered office is disclosed on the company information page.

The financial statements are prepared in Sterling (£), which is the functional currency of the company. The financial statements are for the year ended 31 August 2019 (2018: year ended 31 August 2018).

1.1 Basis of preparation of financial statements

The financial statements have been prepared on a going concern basis under the historical cost convention and in accordance with Financial Reporting Standard 102 (FRS 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 conformity with FRS 102 requires the use of certain critical accounting estimates. It also requires management to exercise judgement in the process of applying the company's accounting policies. The areas involving a higher degree of judgement or complexity or areas where assumptions and estimates are significant to the financial statements are disclosed in note 2.

The following accounting policies have been applied consistently throughout the year:

1.2 Coronavirus and going concern

At the balance sheet date the company had a strong net current asset position, significant cash availability on a group wide basis and the ability to draw upon banking facilities available to it through its ultimate parent company. At the date of signing these accounts, the directors have considered the effect of COVID-19 on the going concern position, and consider that this does indicate that the company will continue to trade for a period of at least 12 months from signing these accounts. This is due to the cash available to it and if needed, to be able to utilise cash availability from its group companies, along with the UK government support available to businesses during this difficult time.

On that basis, the directors have prepared the financial statements on a going concern basis.

1.3 Exemptions

Under FRS 102 section 1.12, the company has taken advantage of the requirement to prepare a statement of cash flows. Where required, equivalent disclosures are given in the group accounts of Altrad Participations. The group accounts of Altrad Participations are available to the public and can be obtained as set out in note 22.

As permitted by FRS 102 section 33.1A, the company has taken advantage of the disclosure exemptions available in relation to related party transactions with wholly owned group companies.

1.4 Group accounts

The financial statements present information about the company as an individual undertaking and not about its group. The company has not prepared group accounts as it is exempt from the requirement to do so by section 400 of the Companies Act 2006 as it is a subsidiary undertaking of Altrad Participations, and is included in the consolidated accounts of that company.

TRAD HIRE & SALES LIMITED

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 AUGUST 2019

1. Accounting policies (continued)

1.5 Turnover

Turnover is recognised to the extent that it is probable that the economic benefits will flow to the company and the turnover can be reliably measured. Turnover is measured as the fair value of the consideration received or receivable, excluding discounts, rebates, Value Added Tax and other sales taxes. The following criteria must also be met before turnover is recognised:

Sale of goods

Turnover from the sale of goods is recognised when all of the following conditions are satisfied:

- the company has transferred the significant risks and rewards of ownership to the buyer;
- the company retains neither continuing managerial involvement to the degree usually associated with ownership nor effective control over the goods sold;
- the amount of turnover can be measured reliably;
- it is probable that the company will receive the consideration due under the transaction; and
- the costs incurred or to be incurred in respect of the transaction can be measured reliably.

Hire of stock

Turnover from the hire of stock is recognised when the amount of turnover can be measured reliably; it is probable that the company will receive the consideration due under the transaction; and the costs incurred or to be incurred in respect of the transaction can be measured reliably.

Turnover also includes the sales of items from the fixed asset hire fleet, and charges levied on customers for damaged or lost hire equipment.

1.6 Investments

Investments in subsidiaries and associated undertakings are initially measured at cost and reviewed annually for impairment. If an impairment loss is identified, this is recognised immediately in the profit and loss account and the value of the investment is reduced accordingly.

1.7 Stocks

Stocks are stated at the lower of cost and net realisable value, being the estimated selling price less costs to sell. Cost is based on the cost of purchase on a weighted average 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 the profit and loss account.

TRAD HIRE & SALES LIMITED

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 AUGUST 2019

1. Accounting policies (continued)

1.8 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 the directors.

The company adds to the carrying amount of an item of fixed assets the cost of replacing part of such an item when that cost is incurred, if the replacement part is expected to provide incremental future benefits to the company. The carrying amount of the replaced part is derecognised. Repairs and maintenance are charged to the profit and loss account during the period in which they are incurred.

Depreciation is charged so as to allocate the cost of assets less their residual value over their estimated useful lives, on the following basis:

Long-term leasehold property	- over the term of the lease
Short-term leasehold property-	over the term of the lease
improvements	
Plant and machinery	- 3-14 years straight line
Motor vehicles	- 4 years straight line
Fixtures, fittings and equipment	- 3-5 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 amount and are recognised in the profit and loss account.

At each balance sheet date, the company reviews the carrying amounts of its tangible fixed assets to determine whether there is any indication that any items have suffered an impairment loss. If any such indication exists, the recoverable amount of an asset is estimated in order to determine the extent of the impairment loss, if any.

If the recoverable amount of an asset is estimated to be less than its carrying amount, the carrying amount of the asset is reduced to its recoverable amount. Any impairment loss is recognised as an expense immediately in the profit and loss account.

1.9 Foreign currency translation

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 the profit and loss account.

TRAD HIRE & SALES LIMITED

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 AUGUST 2019

1. Accounting policies (continued)

1.10 Leasing and hire purchase

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

Assets obtained under hire purchase contracts and finance leases are capitalised as tangible fixed assets. Assets acquired by finance leases are depreciated over the shorter of the lease term and their useful lives. Assets acquired by hire purchase are depreciated over their useful lives. Finance leases are those where substantially all of the benefits and risks of ownership are assumed by the company. 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 the profit and loss account so as to produce a constant rate of charge on the net obligation outstanding in each period.

Assets held for rental to customers are included in fixed assets at cost and depreciated over the assets' useful lives.

1.11 Pensions

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

The contributions are recognised as an expense in the profit and loss account 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 company in independently administered funds.

1.12 Provisions for liabilities

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

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

1.13 Current and deferred taxation

The tax charge for the year is comprised of current and deferred tax.

Current tax is recognised for the amount of corporation tax payable in respect of the taxable profit for the current or past reporting periods using the tax rates and laws that have been enacted or substantively enacted by the reporting date.

Deferred tax is recognised in respect of all timing differences at the reporting date, except as otherwise indicated.

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

Deferred tax is calculated using the tax rates and laws that have been enacted or substantively enacted by the reporting date that are expected to apply to the reversal of the timing difference.

TRAD HIRE & SALES LIMITED

**NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 AUGUST 2019**

1. Accounting policies (continued)

1.14 Financial instruments

The company only enters into basic financial instruments transactions that result in the recognition of financial assets and liabilities, such as trade and other debtors and creditors, and loans from and to related parties.

All financial assets and liabilities are initially measured at transaction price and subsequently measured at amortised cost.

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, which is an approximation of the amount that the company would receive for the asset if it were to be sold at the balance sheet date.

TRAD HIRE & SALES LIMITED

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 AUGUST 2019

2. Judgements in applying accounting policies and key sources of estimation uncertainty

The directors makes estimates and assumptions concerning the future. The directors are also required to exercise judgement in the process of applying the company's accounting policies. Estimates and judgements are continually evaluated and are based on historical experience and other factors, including expectations of future events that are believed to be reasonable under the circumstances.

The estimates and assumptions that have a significant risk of causing a material adjustment to the carrying amounts of assets and liabilities within the next financial year are addressed below.

Impairment of fixed assets

The directors assess the impairment of tangible fixed assets and intangible assets subject to depreciation or amortisation whenever events or changes in circumstances indicate that the carrying value may not be recoverable. Factors considered important that could trigger an impairment review include the following:

- Significant under performance relative to historical or projected future operating results;
- Significant changes in the manner of the use of the acquired assets or the strategy for the overall business; and
- Significant negative industry or economic trends.

Depreciation and residual values

The directors have reviewed the asset lives and associated residual values of all fixed asset classes and have concluded that asset lives and residual values are appropriate.

The actual lives of the assets and residual values are assessed annually and may vary depending on a number of factors. In re-assessing asset lives, factors such as technological innovation, product life cycles and maintenance programmes are taken into account. Residual value assessments consider issues such as future market conditions, the remaining life of the asset and projected disposal values.

Impairment of investments

The directors review the carrying value of all other assets for indicators of impairment at each period end. If indicators of impairment exist, the carrying value of the asset is subject to further testing to determine whether its carrying value exceeds its recoverable amount. This process will usually involve the estimation of future cash flows which are likely to be generated by the asset.

Carrying value of stocks

The directors review the market value of and demand for its stocks on a periodic basis to ensure stock is recorded in the financial statements at the lower of cost and net realisable value. Any provision for impairment is recorded against the carrying value of stocks. The directors use their knowledge of market conditions, historical experiences and estimates of future events to assess future demand for the company's products and achievable selling prices.

Recoverability of trade debtors

Trade and other debtors are recognised to the extent that they are judged recoverable. The directors' reviews are performed to estimate the level of reserves required for irrecoverable debt. Provisions are made specifically against invoices where recoverability is uncertain.

The directors make allowance for doubtful debts based on an assessment of the recoverability of debtors. Allowances are applied to debtors where events or changes in circumstances indicate that the carrying amounts may not be recoverable. The directors specifically analyse historical bad debts, customer creditworthiness, current economic trends and changes in customer payment terms when making a judgement to evaluate the adequacy of the provision for doubtful debts. Where the expectation is different from the original estimate, such a difference will impact the carrying value of debtors and the charge in the profit and loss account.

TRAD HIRE & SALES LIMITED**NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 AUGUST 2019****2. Judgements in applying accounting policies (continued)****Provisions**

A provision is recognised when the company has a present legal or constructive obligation as a result of a past event for which it is probable that an outflow of resources will be required to settle the obligation and the amount can be reliably estimated. If the effect is material, provisions are determined by discounting the expected future cash flow at a rate that reflects the time value of money and the risks specific to the liability.

Whether a present obligation is probable or not requires judgement. The nature and type of risks for these provisions differ and management's judgement is applied regarding the nature and extent of obligations in deciding if an outflow of resources is probable or not.

Leases

The directors determine whether leases entered into by the company either as a lessor or a lessee are operating leases or finance leases. These decisions depend on an assessment of whether the risks and rewards of ownership have been transferred from the lessor to the lessee on a lease by lease basis based on an evaluation of the terms and conditions of the arrangements, and accordingly whether the lease requires an asset and liability to be recognised in the balance sheet.

Taxation

There are many transactions and calculations for which the ultimate tax determination is uncertain. The company takes professional advice on its tax affairs and recognises liabilities for anticipated tax based on estimates of what taxation is likely to be due.

The directors estimation is required to determine the amount of any deferred tax assets that can be recognised, based upon likely timing and level of future taxable profits.

3. Turnover

An analysis of turnover by class of business is as follows:

	2019 £	2018 £
Stock	32,758,456	33,256,543
Hire	14,311,803	12,795,549
Haulage	473,843	525,520
	<u>47,544,102</u>	<u>46,577,612</u>

Analysis of turnover by country of destination:

	2019 £	2018 £
United Kingdom	46,455,227	45,067,612
Rest of European Union	1,088,875	1,510,000
	<u>47,544,102</u>	<u>46,577,612</u>

TRAD HIRE & SALES LIMITED

**NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 AUGUST 2019**

4. Operating profit

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

	2019	2018
	£	£
Depreciation of tangible fixed assets	4,319,267	3,768,462
Depreciation of tangible fixed assets held under finance and hire purchase leases	379,312	309,907
Plant and machinery operating lease rentals	118,610	106,791
Profit on disposal of tangible fixed assets	(51,886)	(155,162)
Other operating lease rentals	806,928	634,022
	<u> </u>	<u> </u>

5. Auditor's remuneration

	2019	2018
	£	£
Fees payable to the company's auditor and its associates for the audit of the company's annual financial statements	37,500	33,785
Fees payable to the company's auditor in respect of other services relating to taxation	-	4,500
	<u> </u>	<u> </u>
	<u>37,500</u>	<u>38,285</u>

TRAD HIRE & SALES LIMITED

**NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 AUGUST 2019**

6. Employees

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

	2019 £	2018 £
Wages and salaries	3,326,849	3,868,811
Social security costs	377,373	425,380
Pension costs	155,304	234,190
	<u>3,859,526</u>	<u>4,528,381</u>

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

	2019 No.	2018 No.
Administration	25	28
Operational	13	14
Direct Labour	57	57
	<u>95</u>	<u>99</u>

7. Directors' remuneration

	2019 £	2018 £
Directors' emoluments	187,992	237,855
Company contributions to defined contribution pension schemes	19,000	9,000
	<u>206,992</u>	<u>246,855</u>

During the year retirement benefits were accruing to 1 director (2018: 1) in respect of defined contribution pension schemes.

The highest paid director received remuneration of £187,992 (2018: £237,855).

The value of the company's contributions paid to a defined contribution pension scheme in respect of the highest paid director amounted to £19,000 (2018: £9,000).

Some of the directors are also directors of other group undertakings. The directors' remuneration was paid by these undertakings. The directors do not believe that it is practical to apportion this amount between their services as directors of the company and their services as directors of the fellow group companies.

TRAD HIRE & SALES LIMITED

**NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 AUGUST 2019**

8. Interest payable and similar expenses

	2019 £	2018 £
Other loan interest payable	976,951	15,606
Finance leases and hire purchase contracts	26,082	18,075
Other interest payable	-	16,971
	<u>1,003,033</u>	<u>50,652</u>

9. Taxation

	2019 £	2018 £
Corporation tax		
Current tax on profits for the year	814,364	1,060,542
Adjustments in respect of previous periods	(6,177)	48,010
Total current tax	<u>808,187</u>	<u>1,108,552</u>
Deferred tax		
Origination and reversal of timing differences	(1,572)	26,441
Adjustment in respect of prior periods	6,110	3,509
Total deferred tax	<u>4,538</u>	<u>29,950</u>
Taxation on profit on ordinary activities	<u>812,725</u>	<u>1,138,502</u>

TRAD HIRE & SALES LIMITED

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 AUGUST 2019

9. Taxation (continued)

Factors affecting tax charge for the year

The tax assessed for the year is higher than (2018: higher than) the standard rate of corporation tax in the UK of 19% (2018: 19%). The differences are explained below:

	2019 £	2018 £
Profit on ordinary activities before tax	4,226,598	5,677,494
Profit on ordinary activities multiplied by standard rate of corporation tax in the UK of 19% (2018: 19%)	803,054	1,078,724
Effects of:		
Expenses not deductible for tax purposes	14,415	8,331
Fixed asset differences	1,757	3,039
Adjustments to tax charge in respect of prior periods	(6,177)	48,010
Adjustment of deferred tax to average rate	185	(3,111)
Adjustments to deferred tax charge in respect of prior periods	6,110	3,509
Group relief claimed in respect of prior periods	(1,874,906)	-
Group relief paid in respect of current and prior periods	1,868,287	-
Total tax charge for the year	812,725	1,138,502

Factors that may affect future tax charges

There were no factors that may affect future tax rates.

TRAD HIRE & SALES LIMITED

**NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 AUGUST 2019**

10. Tangible fixed assets

	Long-term leasehold property £	Short-term leasehold property improvements £	Plant and machinery £	Motor vehicles £	Fixtures, fittings and equipment £	Total £
Cost						
At 1 September 2018	597,231	226,802	30,736,122	2,353,831	986,857	34,900,843
Additions	-	-	9,617,138	4,010	46,834	9,667,982
Disposals	-	-	(4,377,747)	(285,918)	-	(4,663,665)
At 31 August 2019	597,231	226,802	35,975,513	2,071,923	1,033,691	39,905,160
Depreciation						
At 1 September 2018	22,464	207,195	10,232,775	1,361,104	911,786	12,735,324
Charge for the year	7,488	5,335	4,270,659	370,822	44,275	4,698,579
Disposals	-	-	(1,609,955)	(280,565)	-	(1,890,520)
At 31 August 2019	29,952	212,530	12,893,479	1,451,361	956,061	15,543,383
Net book value						
At 31 August 2019	567,279	14,272	23,082,034	620,562	77,630	24,361,777
At 31 August 2018	574,767	19,607	20,503,347	992,727	75,071	22,165,519

The net book value of assets held under finance leases or hire purchase contracts, included above, are as follows:

	2019 £	2018 £
Plant and machinery	16,073	29,873
Motor vehicles	605,917	971,272
	621,990	1,001,145

TRAD HIRE & SALES LIMITED

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 AUGUST 2019

11. Fixed asset investments

	Investments in subsidiary companies £	Investments in associates £	Other fixed asset investments £	Total £
Cost				
At 1 September 2018 and 31 August 2019	45,218,879	1,008,314	225,000	46,452,193
Impairment				
At 1 September 2018 and 31 August 2019	92,246	-	225,000	317,246
Net book value				
At 31 August 2019	45,126,633	1,008,314	-	46,134,947
At 31 August 2018	45,126,633	1,008,314	-	46,134,947

Subsidiary undertakings

The following were subsidiary undertakings of the company:

Name	Class of shares	Holding
Trad Hire & Sales (Scotland) Limited	Ordinary	100%
Trad Hire & Sales (Northern) Limited	Ordinary	100%
Trad Hire & Sales (Midlands) Limited	Ordinary	100%
Trad Safety Systems	Ordinary	100%
Trad Group Limited	Ordinary	100%
Trad Scaffolding Co. Limited*	Ordinary	100%
Altrad MTD Limited*	Ordinary	100%

*These companies are indirectly owned by Trad Hire & Sales Limited.

The country of incorporation for all subsidiaries is England and Wales.

The registered office of all subsidiaries is the same as the registered office of Trad Hire & Sales Limited, except Trad Hire & Sales (Scotland) Limited which is 244 Bernard Street, Glasgow, Lanarkshire, G40 3NX.

Associated undertakings

The following was an associate of the company:

Name	Country of incorporation	Class of shares	Holding
Dessa Limited	England and Wales	Ordinary	38%

The registered office of Dessa Limited is Trinity Street, Off Tat Bank Road, Oldbury, West Midlands, B69 4LA.

TRAD HIRE & SALES LIMITED

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 AUGUST 2019

12. Stocks

	2019 £	2018 £
Goods for resale	5,765,217	6,011,405

Stock recognised in cost of sales during the year as an expense was £26,920,982 (2018: £26,116,184) .

An impairment loss of £222,699 (2018: £59,955) was recognised in cost of sales against stock during the year due to slow-moving and obsolete stock.

The value of stock is not considered to be materially different from its replacement cost.

13. Debtors

	2019 £	2018 £
Trade debtors	9,406,604	9,741,609
Amounts owed by group undertakings	606,035	324,343
Other debtors	893,687	-
Prepayments and accrued income	238,761	243,553
	<u>11,145,087</u>	<u>10,309,505</u>

An impairment loss of £341,822 (2018: £434,016) was recognised in administrative expenses against trade debtors during the year.

14. Creditors: Amounts falling due within one year

	2019 £	2018 £
Trade creditors	6,919,063	9,404,531
Amounts owed to group undertakings	48,380,120	45,897,143
Corporation tax	-	435,413
Other taxation and social security	1,246,209	1,052,393
Obligations under hire purchase contracts	305,301	303,489
Accruals and deferred income	1,842,412	1,407,507
	<u>58,693,105</u>	<u>58,500,476</u>

Net obligations under hire purchase contracts are secured on the assets to which they relate.

TRAD HIRE & SALES LIMITED

**NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 AUGUST 2019**

15. Creditors: Amounts falling due after more than one year

	2019 £	2018 £
Net obligations under finance leases and hire purchase contracts	404,898	712,834

Minimum lease payments under hire purchase fall due as follows:

	2019 £	2018 £
Within one year	305,301	303,489
Between 1-5 years	250,327	291,598
Over 5 years	154,571	421,236
	<u>710,199</u>	<u>1,016,323</u>

16. Deferred taxation

	2019 £	2018 £
At beginning of year	431,646	401,696
Charged to the profit and loss account	4,538	29,950
At end of year	<u>436,184</u>	<u>431,646</u>

The provision for deferred taxation is made up as follows:

	2019 £	2018 £
Accelerated capital allowances	439,381	441,299
Short term timing differences	(3,197)	(9,653)
	<u>436,184</u>	<u>431,646</u>

TRAD HIRE & SALES LIMITED

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 AUGUST 2019

17. Share capital

	2019 £	2018 £
Allotted, called up and fully paid		
507,354 (2018: 507,354) Ordinary shares of £0.01 each	5,074	5,074
21,730 (2018: nil) Ordinary B shares of £0.01 each	217	-
	<u>5,291</u>	<u>5,074</u>

On 4 September 2018, 21,730 Ordinary B shares were issued for a nominal value of £0.01 per share at par.

All shares rank pari passu.

18. Reserves

Share premium account

The share premium account includes any premiums received on the issue of share capital above its nominal value. Any transaction costs associated with the issuing of shares are deducted from share premium.

Capital redemption reserve

The capital redemption reserve arises upon the buy back of issued share capital by the company.

Profit and loss account

The profit and loss account includes all current and prior period retained profits and losses, less dividends paid.

19. Contingent liabilities

The company has entered into an unlimited cross guarantee with Trad Group Limited, Trad Scaffolding Co. Limited and Trad Safety Systems Limited to support its bank facilities. At the year end, the balance was £Nil (2018: £Nil).

20. Pension commitments

The company operates a defined contribution plan for its employees. The assets of the scheme are held separately from those of the company in an independently administered fund. The pension cost charge represents contributions payable by the company to the fund and is set out in note 6.

The amount owing at the year end in respect of such contributions amounted to £18,808 (2018: £57,438) and is included in creditors.

TRAD HIRE & SALES LIMITED

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 AUGUST 2019

21. Commitments under operating leases

At 31 August 2019 the company had future minimum lease payments under non-cancellable operating leases as follows:

	2019 £	2018 £
Not later than 1 year	229,805	243,168
Later than 1 year and not later than 5 years	629,494	549,003
Later than 5 years	3,053,412	3,144,034
	<u>3,912,711</u>	<u>3,936,205</u>

22. Related party transactions

The directors are considered to be the only employees who have the authority and responsibility for planning, directing and controlling the activities of the company and are considered to be key management personnel. Their remuneration is disclosed in note 7.

During the year, the company undertook the following transactions and had balances outstanding as at the year end with non-wholly owned group entities under common control as follows:

	2019 £	2018 £
Sales	307,415	569,730
Purchases	12,478,849	12,341,079
Management fees	1,584,020	1,472,762
Interest payable	997,024	234,915
Amounts owed from group companies under common control	131,946	32,462
Amounts owed to group companies under common control	<u>36,343,489</u>	<u>39,607,557</u>

23. Post balance sheet events

Subsequent to the year end, there has been an outbreak of Coronavirus which has developed into a global pandemic. At this stage, the directors are assessing what impact this may have on the company and although there is a high level of uncertainty about the extent and the timeframe of the virus on the global economy, they believe the company is strongly positioned to handle any downturn that may occur.

24. Controlling party

The ultimate controlling party is Altrad Participations, a company incorporated in France. Altrad Participations is controlled by Dr M Altrad.

The smallest and largest group for which group financial statements are prepared is the Altrad Participations group. Copies for the financial statements can be obtained from the company secretary at 16, Avenue de la Gardie, 34510, Florensac, France.