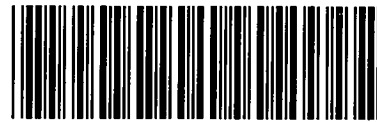


Financial Statements Data Select Limited

For the year ended 30 April 2014

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COMPANIES HOUSE

Registered number: 03662640

Company Information

Directors	Mr P Jones Mr S Vincent Mr G McPherson
Company secretary	Mr J Holdgate
Registered number	03662640
Registered office	Network House Third Avenue Globe Park Marlow Buckinghamshire SL7 1EY
Independent auditor	Grant Thornton UK LLP Chartered Accountants & Statutory Auditor 1020 Eskdale Road IQ Winnersh Wokingham Berkshire RG41 5TS
Bankers	Lloyds Bank Plc Davidson House Forbury Square Reading Berkshire RG1 3EU
Solicitors	Osborne Clarke 2 Temple Bank East Temple Quay Bristol Avon BS1 6EG

Contents

	Page
Directors' report	1 - 2
Strategic report	3 - 4
Independent auditor's report	5 - 6
Profit and loss account	7
Balance sheet	8
Notes to the financial statements	9 - 17

Directors' report

For the year ended 30 April 2014

The directors present their report and the financial statements for the year ended 30 April 2014.

Directors

The directors who served during the year were:

Mr P Jones
Mr S Vincent
Mr G McPherson

No director had during the year a material interest in any contract which was significant in relation to the company's business.

Results

The profit for the year, after taxation, amounted to £2,274,211 (2013 - £2,789,711).

During the year the Company generated:

Turnover: £137,459,109 (2013: £130,459,809)
Operating profit: £2,588,173 (2013: £3,018,865)

The directors do not recommend the payment of a dividend (2013: nil).

The directors are satisfied with the company's financial performance for the year. Further information is provided in the Strategic Report.

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 United Kingdom Generally Accepted Accounting Practice (United Kingdom Accounting Standards and applicable law). Under company law the directors must not approve the financial statements unless they are satisfied that they give a true and fair view of the state of affairs of the company and of the profit or loss of the company for that period. In preparing these financial statements, the directors are required to:

- select suitable accounting policies and then apply them consistently;
- make judgments 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.

Directors' report

For the year ended 30 April 2014

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

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

Auditor

Under section 487(2) of the Companies Act 2006, Grant Thornton UK LLP 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 and signed on its behalf.



Mr P Jones
Director

Date: 31 July 2014



S Vincent
Director

Date: 31 July 2014

Strategic report

For the year ended 30 April 2014

Introduction

This is the first time we have provided a comprehensive report on the company's business strategy. The objectives of this report are to provide shareholders and other users of these statements:

- with the appropriate level of background context for these financial statements
- with an analysis of the company's past performance; and
- insight into the company's main objectives and strategies, and the principal risks it faces and how they might affect future prospects.

The Company's Objectives and Strategy

The company's objective is to be recognised as an indispensable partner to our customers and suppliers by offering innovative and class leading solutions and customer services.

The Board seeks to deliver sustainable, responsible and profitable business growth so as to build shareholder value and offer challenging and rewarding careers for the company's employees

The company has, and continues to strive to enhance, close working relationships with all of its partners and aims to deliver value added solutions in a cost effective, efficient and innovative way.

Business Review

The company's principal activities are the sale and distribution of wireless technology products, web site design and hosting solutions and fulfilment services.

In monitoring financial performance, the directors assess the company's performance against forecast. The forecasts are prepared annually and are reviewed regularly for continuing appropriateness given the strategic developments in the business. Key financial performance measures include gross margin by service, trading volumes with key trading partners, overheads and working capital/cash performance in all key areas of the business.

Financial risk management objectives and policies

The company uses various financial instruments including cash, and various items, such as trade debtors and trade creditors that arise directly from its operations. The main purpose of these financial instruments is to raise finance for the company's operations.

The existence of these financial instruments exposes the company to a number of financial risks, which are described in more detail below.

The main risks arising from the company's financial instruments are liquidity risk, cash flow and credit risk. The directors review and agree policies for managing each of these risks and they are summarised below:

Principal risks and uncertainties

Credit risk

The company's principal financial assets are cash and trade debtors. The principal credit risk arises from its trade debtors.

In order to manage credit risk the directors set limits for customers based on a combination of trading and payment history, market knowledge and third party credit references. Credit limits are reviewed by the credit manager on a regular basis in conjunction with debt ageing and collection history.

Strategic report (continued)

For the year ended 30 April 2014

Liquidity risk

The company seeks to manage financial risk by ensuring sufficient liquidity is available to meet foreseeable needs and to invest cash assets safely and profitably.

On 1 April 2014 the company changed its main banking relationship to benefit from materially enhanced terms and facilities. The group has access to undrawn committed borrowing facilities of an additional £14,443,570 (2013: £6,464,541).

Recruitment and employee relations

The company's performance relies on the selection, development and retention of highly talented employees. Wherever possible the group attempts to promote from within in order to develop staff and create opportunities for career development.

Maintaining the quality when hiring is ensured through utilising the company's own tools and skills in the selection and assessment process. The company maintains a preferred supplier list of agencies that can be utilised to cover peaks in workload. These are carefully selected and their outputs closely monitored to ensure there is no variation in standards.

Recruitment policies are designed to ensure equal opportunity of employment regardless of age, race or sex. Appropriate consideration is given to disabled applicants in offering employment.

Good relations are maintained with employees by regular meetings within their operational teams compatible with the team's particular circumstances. Senior management are kept informed through regular monthly or more frequent meetings as required.

This report was approved by the board on

31 July 2014

and signed on its behalf.



S Vincent
Director

Independent auditor's report to the members of Data Select Limited

We have audited the financial statements of Data Select Limited for the year ended 30 April 2014, which comprise the profit and loss account, the balance sheet and the related notes. The financial reporting framework that has been applied in their preparation is applicable law and United Kingdom Accounting Standards (United Kingdom Generally Accepted Accounting Practice).

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.

Respective responsibilities of directors and auditor

As explained more fully in the Statement of directors' responsibilities as set out 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. Our responsibility is to audit and express an opinion on the financial statements in accordance with applicable law and International Standards on Auditing (UK and Ireland). Those standards require us to comply with the Auditing Practices Board's Ethical Standards for Auditors.

Scope of the audit of the financial statements

A description of the scope of an audit of financial statements is provided on the Financial Reporting Council's website at www.frc.org.uk/apb/scope/private.cfm.

Opinion on financial statements

In our opinion the financial statements:

- give a true and fair view of the state of the company's affairs as at 30 April 2014 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.

Opinion on other matter prescribed by the Companies Act 2006

In our opinion 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.



Independent auditor's report to the members of Data Select Limited

Matters on which we are required to report by exception

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

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

Grant Thornton UK LLP

Paul Creasey (Senior statutory auditor)

For and on behalf of

Grant Thornton UK LLP

Chartered Accountants

Statutory Auditor

Reading

Date: *5 August 2014*

Profit and loss account

For the year ended 30 April 2014

	Note	2014 £	2013 £
Turnover	2	137,459,109	130,459,809
Cost of sales		(126,899,648)	(120,127,496)
Gross profit		10,559,461	10,332,313
Distribution costs		(292,897)	(253,761)
Administrative expenses		(7,678,391)	(7,059,687)
Operating profit	3	2,588,173	3,018,865
Interest receivable and similar income		991	4,362
Interest payable and similar charges	5	(320,148)	(215,722)
Profit on ordinary activities before taxation		2,269,016	2,807,505
Tax on profit on ordinary activities	6	5,195	(17,794)
Profit for the financial year	13	2,274,211	2,789,711

All amounts relate to continuing operations.

There were no recognised gains and losses for 2014 or 2013 other than those included in the profit and loss account.

The notes on pages 9 to 17 form part of these financial statements.

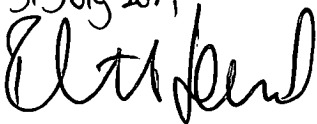
Balance sheet

As at 30 April 2014

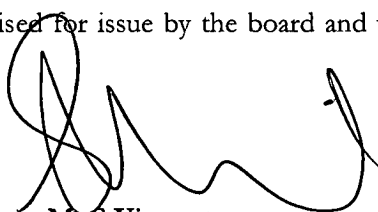
	Note	£	2014 £	£	2013 £
Fixed assets					
Tangible assets	7		1,986,720		543,141
Investments	8		35,971		35,971
			<u>2,022,691</u>		<u>579,112</u>
Current assets					
Stocks	9	8,648,921		8,726,239	
Debtors	10	25,640,080		22,507,965	
Cash at bank		4,099,773		3,407,590	
		<u>38,388,774</u>		<u>34,641,794</u>	
Creditors: amounts falling due within one year	11	(27,121,273)		(24,204,925)	
Net current assets			<u>11,267,501</u>		<u>10,436,869</u>
Net assets			<u><u>13,290,192</u></u>		<u><u>11,015,981</u></u>
Capital and reserves					
Called up share capital	12		2		2
Profit and loss account	13		13,290,190		11,015,979
Shareholders' funds	14		<u><u>13,290,192</u></u>		<u><u>11,015,981</u></u>

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

31 July 2014



Mr P Jones
Director



Mr S Vincent
Director

The notes on pages 9 to 17 form part of these financial statements.

Notes to the financial statements

For the year ended 30 April 2014

1. Accounting policies

1.1 Basis of preparation of financial statements

The financial statements have been prepared under the historical cost convention and in accordance with applicable accounting standards.

The company is itself a subsidiary company and is exempt from the requirement to prepare group accounts by virtue of section 400 of the Companies Act 2006. These financial statements therefore present information about the company as an individual undertaking and not about its group.

The principal accounting policies of the company are set out below. The policies have remained unchanged from the previous year. The directors have reviewed the principal accounting policies and consider them to be appropriate to the company.

1.2 Going concern

The financial position of the company, its cash flows, liquidity position and borrowing facilities are described in the Directors' Report, Strategic Report and in note 11 to the accounts.

The Directors have reviewed the company's business plan and forecasts for the period to July 2015, have discussed the future renewal of banking facilities with its banking partners and evaluated relationships with key suppliers. As a result the Directors believe that the Company has adequate resources to continue operations for the foreseeable future. Accordingly, we continue to adopt the going concern basis in preparing the financial statements.

1.3 Turnover

Turnover comprises revenue recognised by the company in respect of goods and services supplied during the year, exclusive of Value Added Tax and trade discounts.

Turnover on the sale of hand sets is recognised upon delivery to the customer. In addition further revenue is recognised upon confirmation received that an appropriate network bonus is due.

1.4 Cash flow

The company, being a subsidiary undertaking where 90% or more of the voting rights are controlled within the group whose consolidated financial statements are publicly available, is exempt from the requirement to draw up a cash flow statement in accordance with FRS 1.

1.5 Tangible fixed assets and depreciation

Tangible fixed assets are stated at cost less depreciation. Depreciation is provided at rates calculated to write off the cost of fixed assets, less their estimated residual value, over their expected useful lives on the following bases:

Leasehold improvements	-	Over the life of the lease
Computer equipment	-	15 - 33%

1.6 Investments

Investments held as fixed assets are shown at cost less provision for impairment.

Notes to the financial statements

For the year ended 30 April 2014

1. Accounting policies (continued)

1.7 Stocks

Stocks are valued at the lower of cost and net realisable value.

1.8 Operating leases

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

1.9 Foreign currencies

Monetary assets and liabilities denominated in foreign currencies are translated into sterling at rates of exchange ruling at the balance sheet date.

Transactions in foreign currencies are translated into sterling at the rate ruling on the date of the transaction.

Exchange gains and losses are recognised in the Profit and loss account.

1.10 Pensions

The company operates a defined contribution pension scheme and the pension charge represents the amounts payable by the company to the fund in respect of the year.

1.11 Financial instruments

Financial liabilities and equity instruments are classified according to the substance of the contractual arrangements entered into. An equity instrument is any contract that evidences a residual interest in the assets of the entity after deducting all of its financial liabilities.

Where the contractual obligations of financial instruments (including share capital) are equivalent to a similar debt instrument, those financial instruments are classed as financial liabilities. Financial liabilities are presented as such in the balance sheet. Finance costs and gains or losses relating to financial liabilities are included in the profit and loss account. Finance costs are calculated so as to produce a constant rate of return on the outstanding liability.

Where the contractual terms of share capital do not have any terms meeting the definition of a financial liability then this is classed as an equity instrument. Dividends and distributions relating to equity instruments are debited direct to equity.

2. Turnover

Turnover is attributable to one class of business as described in the report of the directors.

The analysis of turnover by geographical market has not been disclosed as the directors consider such disclosures to be seriously prejudicial to the interests of the business.

Notes to the financial statements

For the year ended 30 April 2014

3. Operating profit

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

	2014	2013
	£	£
Depreciation of tangible fixed assets:		
- owned by the company	300,843	188,410
Auditor's remuneration	35,700	19,000
Auditor's remuneration - non-audit	7,500	6,890
Operating lease rentals:		
- land & buildings	573,109	601,002
Difference on foreign exchange	40,276	-
	<u> </u>	<u> </u>

During the year, no director received any emoluments (2013 - £NIL).

4. Staff costs

Staff costs were as follows:

	2014	2013
	£	£
Wages and salaries	4,196,093	4,175,568
Social security costs	456,165	439,516
Other pension costs	10,996	-
	<u> </u>	<u> </u>
	<u>4,663,254</u>	<u>4,615,084</u>

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

	2014	2013
	No.	No.
Sales and purchasing	50	54
Administration and other	73	58
	<u> </u>	<u> </u>
	<u>123</u>	<u>112</u>

5. Interest payable

	2014	2013
	£	£
On bank borrowings	320,148	215,722
	<u> </u>	<u> </u>

Notes to the financial statements

For the year ended 30 April 2014

6. Taxation

	2014 £	2013 £
Analysis of tax charge in the year		
UK corporation tax charge on profit for the year	-	83,926
Adjustments to prior year's tax provision	(5,195)	(66,132)
Tax on profit on ordinary activities	(5,195)	17,794

Factors affecting tax charge for the year

The tax assessed for the year is lower than (2013 - lower than) the standard rate of corporation tax in the UK of 22.84% (2013 - 23.92%). The differences are explained below:

	2014 £	2013 £
Profit on ordinary activities before tax	2,269,016	2,807,505
Profit on ordinary activities multiplied by standard rate of corporation tax in the UK of 22.84% (2013 - 23.92%)	529,562	671,555
Effects of:		
Expenses not deductible for tax purposes	9,522	15,171
(Depreciation)/capital allowances for year in excess of capital allowances/depreciation	4,871	(8,433)
Fixed asset differences	7,215	-
Income not taxable for tax purposes	(3,373)	-
Adjustments to tax charge in respect of prior year	(5,195)	(66,132)
Short term timing difference leading to an increase (decrease) in taxation	(54,964)	-
Group relief	(487,638)	(594,367)
Adjustments to tax charge in respect of previous periods	(5,195)	-
Current tax charge for the year (see note above)	(5,195)	17,794

Factors that may affect future tax charges

There is an unrecognised deferred tax asset of £nil (2013 - asset of £58,352) relating to depreciation in excess of capital allowances and other timing differences.

Notes to the financial statements

For the year ended 30 April 2014

7. Tangible fixed assets

	Leasehold improvements £	Computer equipment £	Total £
Cost			
At 1 May 2013	609,343	1,743,145	2,352,488
Additions	1,627,915	116,507	1,744,422
At 30 April 2014	2,237,258	1,859,652	4,096,910
Depreciation			
At 1 May 2013	383,532	1,425,815	1,809,347
Charge for the year	158,524	142,319	300,843
At 30 April 2014	542,056	1,568,134	2,110,190
Net book value			
At 30 April 2014	1,695,202	291,518	1,986,720
At 30 April 2013	225,811	317,330	543,141

8. Fixed asset investments

	Investments in associates £
Cost or valuation	
At 1 May 2013 and 30 April 2014	35,971
Net book value	
At 30 April 2014	35,971
At 30 April 2013	35,971

Subsidiary undertakings

The following were subsidiary undertakings of the company:

Name	Class of shares	Holding
Data Select LLC	Ordinary	49%

Notes to the financial statements

For the year ended 30 April 2014

8. Fixed asset investments (continued)

The aggregate of the share capital and reserves as at 30 April 2014 and of the profit or loss for the year ended on that date for the subsidiary undertakings were as follows:

Name	Aggregate of share capital and reserves £	Profit £
Data Select LLC	169,998	96,965

The company is considered to be a subsidiary undertaking due to the fact that it is controlled by Data Select Limited.

9. Stocks

	2014 £	2013 £
Goods for resale	8,648,921	8,726,239

10. Debtors

	2014 £	2013 £
Trade debtors	15,903,250	14,707,929
Amounts owed by group undertakings	8,279,609	6,272,097
Other debtors	453,174	623,933
Prepayments and accrued income	1,003,152	834,317
Tax recoverable	895	69,689
	25,640,080	22,507,965

Notes to the financial statements

For the year ended 30 April 2014

11. Creditors:

Amounts falling due within one year

	2014 £	2013 £
Bank borrowings	9,556,430	8,535,459
Trade creditors	14,570,602	12,756,867
Corporation tax	-	83,926
Other taxation and social security	1,494,682	894,992
Other creditors	1,139,788	1,299,029
Accruals and deferred income	359,771	634,652
	<u>27,121,273</u>	<u>24,204,925</u>

12. Share capital

	2014 £	2013 £
Allotted, called up and fully paid		
2 Ordinary shares of £1 each	<u>2</u>	<u>2</u>

13. Reserves

	Profit and loss account £
At 1 May 2013	11,015,979
Profit for the year	2,274,211
At 30 April 2014	<u>13,290,190</u>

14. Reconciliation of movement in shareholders' funds

	2014 £	2013 £
Opening shareholders' funds	11,015,981	8,226,270
Profit for the year	2,274,211	2,789,711
Closing shareholders' funds	<u>13,290,192</u>	<u>11,015,981</u>

15. Capital commitments

The company had no capital commitments at 30 April 2014 or 30 April 2013.

Notes to the financial statements

For the year ended 30 April 2014

16. Fixed and floating charge

The bank has assigned a fixed and floating charge over the company's assets as security against any liabilities they are owed.

17. Contingent liabilities

There is a group banking arrangement for the companies PDJ (Shelf 4) Limited, Phones International Group Holdings Limited, Phones International Group Limited and Data Select Limited. The company had a contingent liability of £nil (2013 - £nil) in respect of intra company guarantees given in connection with this arrangement.

Due to industry wide actions taken by HMRC the company experienced severe delays in repayment of VAT during 2006. Since the introduction of VAT reverse charging the company has been in a payment situation each quarter and has offset amounts due to HMRC up to the amount of the delayed repayments.

HMRC has advised of its intention to deny the right to deduct £3.8m of input tax relating to the year ended 30th April 2006. The company strenuously rejects all issues raised by HMRC and having taken professional advice is disputing these issues and will continue to do so using all means at its disposal. Accordingly no amount has been provided in the financial statements in this respect.

There were no other contingent liabilities at 30 April 2014 or 30 April 2013.

18. Pension commitments

The company operates a defined contribution pension scheme and the pension charge represents the amounts payable by the company to the fund in respect of the year.

19. Operating lease commitments

At 30 April 2014 the company had annual commitments under non-cancellable operating leases as follows:

	Land and buildings	
	2014	2013
	£	£
Expiry date:		
Within 1 year	-	611,646
After more than 5 years	309,108	-
	<hr/>	<hr/>

Notes to the financial statements

For the year ended 30 April 2014

20. Related party transactions

As a wholly owned subsidiary of PDJ (Shelf 4) Limited, the company is exempt from the requirements of Financial Reporting Standard No 8 'Related Party Disclosures' to disclose transactions with other members of the group.

Data Select Limited rents the Marlow property from Mr P Jones, a director of the company and sole shareholder of the ultimate parent undertaking PDJ (Shelf 4) Limited. Rent charged is considered to be market rent and amounted to £611,646 (2013 - £611,646).

eXpansys plc and Jessops Europe Limited are related through the common directorship of P Jones.

The company undertook the following transactions with related parties:

	2014	2013
	£	£
Net sales to eXpansys plc	6,199,748	7,461,866
Net sales to Jessops Europe Limited	1,647,329	153,098
Net sales to companies with common ownership	199,195	24,248

At the balance sheet date the following amounts were due from related parties:

	2014	2013
	£	£
eXpansys plc	1,050,348	1,683,921
Jessops Europe Limited	547,979	9,832
Companies with common ownership	5,623	11,598
Data Select LLC	388,730	895,226

21. Ultimate parent undertaking

The directors consider that the ultimate parent undertaking of this company is PDJ (Shelf 4) Limited, which is registered in England and Wales.

The directors consider the immediate parent undertaking of this company is Phones International Group Limited, which is registered in England and Wales.

The largest and smallest group of undertakings for which group financial statements have been drawn up is that headed by PDJ (Shelf 4) Limited.

The ultimate controlling related party of the company is Mr P Jones as a result of being the sole shareholder in the ultimate parent company PDJ (Shelf 4) Limited.