

Registered number: 03703075

# **NATIVE DESIGN LIMITED**

## **ANNUAL REPORT AND FINANCIAL STATEMENTS**

**FOR THE YEAR ENDED 31 MARCH 2023**

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NATIVE DESIGN LIMITED

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COMPANY INFORMATION

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Directors	M V Warren M A Hoggarth P J Warren
Registered number	03703075
Registered office	5 Garden Walk London EC2A 3EQ
Independent auditors	Haysmacintyre LLP 10 Queen Street Place London EC4R 1AG

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**NATIVE DESIGN LIMITED**

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## **NATIVE DESIGN LIMITED**

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

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#### **Introduction**

The directors of Native Design Ltd present their Strategic Report for the year ended 31 March 2023.

Native Design Ltd is a fully integrated design company working across both digital and physical disciplines. The company's principal activity is consultancy across all industry sectors, both in the UK and overseas.

#### **Business review**

During the year ended 31 March 2023 the company continued to build upon its strong financial position. Strong and enduring relationships with key clients were maintained and built upon over the course of the year, alongside the establishment of new client relationships.

Turnover growth (up 30% vs prior year) and vigilant cost control (up just 3% vs prior year) underpinned strong company profitability. This performance provides an excellent foundation from which to deliver further growth heading into the next financial year.

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

##### **Economic Conditions**

A backdrop of global financial uncertainty continues to create a challenging environment in which to win new work and grow revenue. Client budgets are (rightly) heavily scrutinised by internal procurement teams and the sector landscape continues to be highly competitive. For the company, this risk has been somewhat mitigated by a twenty-five-year track record of excellence, enduring client relationships and a renewed focus on new business activity across the senior leadership team. We continue to focus on delivering the most impactful and valuable work we can for our clients.

##### **Financial Risks**

As an international business, we hold cash in multiple currencies. FX risk is mitigated by strong cash reserves in each currency, minimising the need for ad hoc transfers. Any significant currency exposure is managed by our internal finance team, through appropriate hedging strategies should these be required.

The company has no interest rate risk, with no external party debt being held.

Liquidity risk is mitigated by strong cash reserves, growing EBITDA and monthly rolling cash flow forecasts.

Financial risks are monitored by the directors and are not considered to be significant as at the date of this Strategic Report.

##### **Other Risks and Uncertainties**

Attracting and retaining talent is a key risk for the company. During the year the company has worked to deepen its ties with universities worldwide, ensuring the company benefits from a broad pipeline of talent. The company continues to invest time and money in creating an attractive working environment that is strongly aligned to our company values. As a result of this work, staff retention is strong at over 90% (based on the team at the start of 22/23).

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**NATIVE DESIGN LIMITED**

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

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**Financial key performance indicators**

The company considers the key financial indicators to be turnover, gross and operating profit margins and profit before tax.

For the year ended 31 March 2023 the turnover was £8,382,235 (2022: £6,439,301) representing a 30% increase in turnover from the prior year.

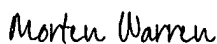
Gross and Net Margins of 47% and 16% respectively are strong, with room for further improvement. Further margin growth will be balanced by continued investment into our people and business development activity during the next financial year.

For the year ended 31 March 2023 the company delivered £1,341,761 profit before tax, putting the company in a strong financial position for the year ahead.

Another key financial indicator that the company uses to monitor performance is the level of current assets. The Company continues to maintain a high level of asset cover to ensure the long-term financial stability of the Company. Furthermore, the cash position of the Company continues to be strong.

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

DocuSigned by:



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**M V Warren**  
Director

Date: 27 November 2023

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**NATIVE DESIGN LIMITED**

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**DIRECTORS' REPORT  
FOR THE YEAR ENDED 31 MARCH 2023**

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The directors present their report and the financial statements for the year ended 31 March 2023.

**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 judgments and accounting estimates that are reasonable and prudent;
- prepare the financial statements on the going concern basis unless it is inappropriate to presume that the Company will continue in business.

The directors are responsible for keeping adequate accounting records that are sufficient to show and explain the Company's transactions and disclose with reasonable accuracy at any time the financial position of the Company and 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 £896,822 (2022 - loss £184,210).

There were dividends proposed and paid of £nil (2022: £64,846) in the year.

**Directors**

The directors who served during the year were:

M V Warren  
M A Hoggarth  
P J Warren

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**NATIVE DESIGN LIMITED**

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**DIRECTORS' REPORT (CONTINUED)  
FOR THE YEAR ENDED 31 MARCH 2023**

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**Future developments**

The Company plans to continue in the same course of business.

**Disclosure of information to auditors**

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 auditors are 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 auditors are aware of that information.

**Post balance sheet events**

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

**Auditors**

The auditors, Haysmacintyre LLP, will be proposed for reappointment in accordance with section 485 of the Companies Act 2006.

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

DocuSigned by:

*Morten Warren*

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**M V Warren**

Director

Date: 27 November 2023

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**NATIVE DESIGN LIMITED**

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**INDEPENDENT AUDITORS' REPORT TO THE MEMBERS OF NATIVE DESIGN LIMITED**

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**Opinion**

We have audited the financial statements of Native Design Limited (the 'Company') for the year ended 31 March 2023, which comprise the Statement of Comprehensive Income, 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 March 2023 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 Auditors' responsibilities for the audit of the financial statements section of our report. We are independent of the Company in accordance with the ethical requirements that are relevant to our audit of the financial statements in the 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 directors' 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 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 directors with respect to going concern are described in the relevant sections of this report.



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## **NATIVE DESIGN LIMITED**

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### **INDEPENDENT AUDITORS' REPORT TO THE MEMBERS OF NATIVE DESIGN 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 Auditors' Report thereon. The directors are 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 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 set out on page 3, 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.

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**NATIVE DESIGN LIMITED**

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**INDEPENDENT AUDITORS' REPORT TO THE MEMBERS OF NATIVE DESIGN LIMITED (CONTINUED)**

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**Auditors' responsibilities for the audit of the financial statements**

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an Auditors' 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.

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:

**Explanation as to what extent the audit was considered capable of detecting irregularities, including fraud**

Based on our understanding of the company and industry, we identified that the principal risks of non-compliance with laws and regulations related to regulatory requirements for the business and trade regulations, and we considered the extent to which non-compliance might have a material effect on the financial statements. We also considered those laws and regulations that have a direct impact on the preparation of the financial statements such as the Companies Act 2006, income tax, payroll tax and sales tax.

We evaluated management's incentives and opportunities for fraudulent manipulation of the financial statements (including the risk of override of controls), and determined that the principal risks were related to posting inappropriate journal entries to revenue and management bias in accounting estimates. Audit procedures performed by the engagement team included:

- inspecting correspondence with regulators and tax authorities;
- discussions with management including consideration of known or suspected instances of non-compliance with laws and regulation and fraud;
- evaluating management's controls designed to prevent and detect irregularities;
- identifying and testing journals, in particular journal entries posted with unusual account combinations, postings by unusual users or with unusual descriptions; and
- challenging assumptions and judgements made by management in their critical accounting estimates.

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 Auditors' Report.

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**NATIVE DESIGN LIMITED**

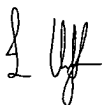
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**INDEPENDENT AUDITORS' REPORT TO THE MEMBERS OF NATIVE DESIGN LIMITED (CONTINUED)**

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**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 Auditors' 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.



Ian Cliffe (Senior Statutory Auditor)  
for and on behalf of  
**Haysmacintyre LLP**  
Statutory Auditors  
10 Queen Street Place  
London  
EC4R 1AG

19 December 2023

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**NATIVE DESIGN LIMITED**

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**STATEMENT OF COMPREHENSIVE INCOME  
FOR THE YEAR ENDED 31 MARCH 2023**

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	Note	2023 £	2022 £
Turnover	4	8,382,235	6,439,301
Cost of sales		(4,575,212)	(3,582,328)
<b>Gross profit</b>		<b>3,807,023</b>	<b>2,856,973</b>
Administrative expenses		(2,697,147)	(3,221,711)
Other operating income	5	-	1,507
<b>Operating profit/(loss)</b>	6	<b>1,109,876</b>	<b>(363,231)</b>
Interest payable and similar expenses	9	-	(115)
<b>Profit/(loss) before tax</b>		<b>1,109,876</b>	<b>(363,346)</b>
Tax on profit/(loss)	10	(213,054)	179,136
<b>Profit/(loss) for the financial year</b>		<b>896,822</b>	<b>(184,210)</b>

There was no other comprehensive income for 2023 (2022: £NIL).

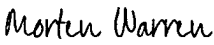
The notes on pages 12 to 23 form part of these financial statements.

**NATIVE DESIGN LIMITED**  
**REGISTERED NUMBER: 03703075**

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

	Note	2023 £	2022 £
<b>Fixed assets</b>			
Tangible assets	12	100,504	96,192
		<u>100,504</u>	<u>96,192</u>
<b>Current assets</b>			
Debtors: amounts falling due within one year	13	2,227,928	2,876,978
Cash at bank and in hand		4,198,165	1,988,582
		<u>6,426,093</u>	<u>4,865,560</u>
Creditors: Amounts Falling Due Within One Year	14	(2,043,773)	(1,378,056)
<b>Net current assets</b>		<u>4,382,320</u>	<u>3,487,504</u>
<b>Total assets less current liabilities</b>		<u>4,482,824</u>	<u>3,583,696</u>
<b>Provisions for liabilities</b>			
Deferred tax	15	(2,306)	-
		<u>(2,306)</u>	<u>-</u>
<b>Net assets</b>		<u><u>4,480,518</u></u>	<u><u>3,583,696</u></u>
<b>Capital and reserves</b>			
Called up share capital	16	153	153
Profit and loss account	17	4,480,365	3,583,543
		<u>4,480,518</u>	<u>3,583,696</u>

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

DocuSigned by:  
  
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**M V Warren**  
Director

Date: 27 November 2023

The notes on pages 12 to 23 from part of these financial statements.

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**NATIVE DESIGN LIMITED**

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

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	Called up share capital £	Profit and loss account £	Total equity £
<b>At 1 April 2021</b>	153	3,832,599	3,832,752
Loss for the year	-	(184,210)	(184,210)
Dividends	-	(64,846)	(64,846)
<b>At 1 April 2022</b>	153	3,583,543	3,583,696
Profit for the year	-	896,822	896,822
<b>At 31 March 2023</b>	153	4,480,365	4,480,518

The notes on pages 12 to 23 form part of these financial statements.

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**NATIVE DESIGN LIMITED**

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

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**1. General information**

The Company is a private company limited by shares, registered in England and Wales. The address of the registered office and trading address is 5 Garden Walk, London, EC2A 3EQ. The Company's registration number is 03703075.

**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 management to exercise judgment in applying the Company's accounting policies (see note 3).

The following principal accounting policies have been applied:

**2.2 Financial Reporting Standard 102 - reduced disclosure exemptions**

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

- the requirements of Section 7 Statement of Cash Flows;
- the requirements of Section 3 Financial Statement Presentation paragraph 3.17(d);
- the requirements of Section 11 Financial Instruments paragraphs 11.42, 11.44 to 11.45, 11.47, 11.48(a)(iii), 11.48(a)(iv), 11.48(b) and 11.48(c);
- the requirements of Section 12 Other Financial Instruments paragraphs 12.26 to 12.27, 12.29(a), 12.29(b) and 12.29A;
- the requirements of Section 26 Share-based Payment paragraphs 26.18(b), 26.19 to 26.21 and 26.23;
- the requirements of Section 33 Related Party Disclosures paragraph 33.7.

This information is included in the consolidated financial statements of Auralia Ltd as at 31 March 2023 and these financial statements may be obtained from Companies House.

**2.3 Going concern**

The accounts have been prepared on a going concern basis. The directors in their assessment of going concern have reviewed forecasts and projections of this company, the parent company and the wider group, to confirm the appropriateness and validity of the support provided for the foreseeable future. They believe they are able to meet any obligations as and when they fall due and as such have prepared the accounts on a going concern basis.

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**NATIVE DESIGN LIMITED**

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

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**2. Accounting policies (continued)****2.4 Revenue**

Revenue is recognised to the extent that it is probable that the economic benefits will flow to the Company and the revenue can be reliably measured. Revenue 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 revenue is recognised:

**Rendering of services**

Revenue from a contract to provide services is recognised in the period in which the services are provided in accordance with the stage of completion of the contract when all of the following conditions are satisfied:

- the amount of revenue can be measured reliably;
- it is probable that the Company will receive the consideration due under the contract;
- the stage of completion of the contract at the end of the reporting period can be measured reliably; and
- the costs incurred and the costs to complete the contract can be measured reliably.

**2.5 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.

Depreciation is charged so as to allocate the cost of assets less their residual value over their estimated useful lives, on a straight line and reducing balance method.

Depreciation is provided on the following basis:

Short-term leasehold property	- 10% straight line
Plant and machinery	- 20% straight line
Motor vehicles	- 25% straight line
Office equipment	- 20-25% 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 profit or loss.

**2.6 Debtors**

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



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**NATIVE DESIGN LIMITED**

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

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**2. Accounting policies (continued)****2.7 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. Cash equivalents are highly liquid investments that mature in no more than three months from the date of acquisition and that are readily convertible to known amounts of cash with insignificant risk of change in value.

**2.8 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.

**2.9 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. Issue costs are initially recognised as a reduction in the proceeds of the associated capital instrument.

**2.10 Foreign currency translation****Functional and presentation currency**

The Company's functional and presentational currency is GBP.

**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 except when deferred in other comprehensive income as qualifying cash flow hedges.

Foreign exchange gains and losses that relate to borrowings and cash and cash equivalents are presented in the Statement of Comprehensive Income within 'finance income or costs'. All other foreign exchange gains and losses are presented in profit or loss within 'other operating income'.

**2.11 Operating leases: the Company as lessee**

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.

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**NATIVE DESIGN LIMITED**

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

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**2. Accounting policies (continued)**

**2.12 Pensions**

**Defined contribution pension plan**

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 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 Company in independently administered funds.

**2.13 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.

**2.14 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 operates and generates income.

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

- 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; and
- Any deferred tax balances are reversed if and when all conditions for retaining associated tax allowances have been met.

Deferred tax balances are not recognised in respect of permanent differences except in respect of business combinations, when deferred tax is recognised on the differences between the fair values of assets acquired and the future tax deductions available for them and the differences between the fair values of liabilities acquired and the amount that will be assessed for tax. Deferred tax is determined using tax rates and laws that have been enacted or substantively enacted by the balance sheet date.

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**NATIVE DESIGN LIMITED**

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

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

The preparation of the financial statements requires management to make judgements, estimates and assumptions that affect the amounts reported. These estimates and judgements are continually reviewed and are based on experience and other factors, including expectations of future events that are believed to be reasonable under the circumstances.

**(i) Significant judgements**

No critical accounting judgement were made by management in the process of applying the company's accounting policies that have a significant effect on amounts recognised in the financial statements.

**(ii) Key sources of estimation uncertainty.**

No critical sources of estimation uncertainty were made by management in the process of applying the company's accounting policies that have a significant effect on the amounts recognised in the financial statements, other than the following:

R&D tax credits have been accounted for on the accruals basis. Where the tax return has not been submitted at the time of preparing the financial statements, a provision is made for the expected R&D tax credit receivable.

**4. Turnover**

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

	2023 £	2022 £
Rendering of Services	8,382,235	6,439,301
	<u>8,382,235</u>	<u>6,439,301</u>

Analysis of turnover by country of destination:

	2023 £	2022 £
United Kingdom	346,885	404,990
Rest of Europe	45,700	-
Rest of the world	7,989,650	6,034,311
	<u>8,382,235</u>	<u>6,439,301</u>

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**NATIVE DESIGN LIMITED**

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

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**5. Other operating income**

	2023 £	2022 £
Government grants receivable	-	1,507
	<u>-</u>	<u>1,507</u>

**6. Operating profit/(loss)**

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

	2023 £	2022 £
Depreciation	48,462	71,462
Exchange differences	27,712	8,090
Other operating lease payments	5,613	5,613
Auditors remuneration	21,750	18,000
Auditors non-audit remuneration	-	1,850
	<u>-</u>	<u>1,850</u>

**7. Employees**

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

	2023 £	2022 £
Wages and salaries	3,857,492	3,809,831
Social security costs	476,505	450,310
Cost of defined contribution scheme	177,567	188,394
	<u>4,511,564</u>	<u>4,448,535</u>

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

	2023 No.	2022 No.
Production Staff	39	39
Administrative Staff	16	16
	<u>55</u>	<u>55</u>

The Key Management Personnel are considered to be 3 (2022: 2) senior employees who are also directors. Total remuneration in respect of these employees was £633,109 (2022: £617,686).

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**NATIVE DESIGN LIMITED**

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**NOTES TO THE FINANCIAL STATEMENTS  
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**8. Directors' remuneration**

	2023 £	2022 £
Directors' emoluments	633,109	637,788
Company contributions to defined contribution pension schemes	76,811	29,560
	<u>709,920</u>	<u>667,348</u>

During the year retirement benefits were accruing to 3 directors (2022 - 3) in respect of defined contribution pension schemes.

The highest paid director received remuneration of £489,912 (2022 - £396,495).

The value of the Company's contributions paid to a defined contribution pension scheme in respect of the highest paid director amounted to £68,975 (2022 - £21,725).

**9. Interest payable and similar expenses**

	2023 £	2022 £
Bank interest payable	-	115
	<u>-</u>	<u>115</u>

**10. Taxation**

	2023 £	2022 £
<b>Corporation tax</b>		
Current tax on profits for the year	210,748	(201,098)
	<u>210,748</u>	<u>(201,098)</u>
<b>Total current tax</b>	<u>210,748</u>	<u>(201,098)</u>
<b>Deferred tax</b>		
Origination and reversal of timing differences	2,306	21,962
<b>Total deferred tax</b>	<u>2,306</u>	<u>21,962</u>
<b>Taxation on profit/(loss) on ordinary activities</b>	<u>213,054</u>	<u>(179,136)</u>

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**10. Taxation (continued)**

**Factors affecting tax charge for the year**

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

	2023 £	2022 £
Profit/(loss) on ordinary activities before tax	1,109,876	(363,346)
Profit on ordinary activities multiplied by standard rate of corporation tax in the UK of 19% (2022 - 19%)	210,748	-
<b>Effects of:</b>		
Capital allowances for year in excess of depreciation	2,306	21,962
Adjustments in respect of previous periods	-	(201,098)
<b>Total tax charge for the year</b>	<b>213,054</b>	<b>(179,136)</b>

The adjustments in respect of R&D credits in 2021 and 2020 relate to R&D credits which were claimed for in the year/period after the R&D expenditure occurred.

**Factors that may affect future tax charges**

There were no factors that may affect future tax charges.

**11. Dividends**

	2023 £	2022 £
Dividends	-	64,846
	-	64,846

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**12. Tangible fixed assets**

	Plant and machinery £	Motor vehicles £	Office equipment £	Total £
<b>Cost or valuation</b>				
At 1 April 2022	161,611	29,734	999,817	1,191,162
Additions	5,615	-	47,596	53,211
Disposals	-	-	(11,040)	(11,040)
At 31 March 2023	<u>167,226</u>	<u>29,734</u>	<u>1,036,373</u>	<u>1,233,333</u>
<b>Depreciation</b>				
At 1 April 2022	154,078	18,584	922,308	1,094,970
Charge for the year on owned assets	3,456	7,434	37,572	48,462
Disposals	-	-	(10,603)	(10,603)
At 31 March 2023	<u>157,534</u>	<u>26,018</u>	<u>949,277</u>	<u>1,132,829</u>
<b>Net book value</b>				
At 31 March 2023	<u>9,692</u>	<u>3,716</u>	<u>87,096</u>	<u>100,504</u>
At 31 March 2022	<u>7,533</u>	<u>11,150</u>	<u>77,509</u>	<u>96,192</u>

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**13. Debtors**

	2023 £	2022 £
Trade debtors	1,746,416	993,772
Amounts owed by group undertakings	-	114,830
Amounts owed by related undertakings	11,725	1,592,302
Other debtors	45,557	46,445
Prepayments and accrued income	355,407	105,895
Tax recoverable	68,823	23,734
	<u>2,227,928</u>	<u>2,876,978</u>

**14. Creditors: Amounts falling due within one year**

	2023 £	2022 £
Trade creditors	111,942	607,747
Amounts owed to group undertakings	786,368	-
Amounts owed to related undertakings	130,196	-
Corporation tax	210,748	-
Other taxation and social security	125,204	120,240
Other creditors	178,458	147,052
Accruals and deferred income	500,857	503,017
	<u>2,043,773</u>	<u>1,378,056</u>

**15. Deferred taxation**

	2023 £	2022 £
At beginning of year	-	21,962
Charged to profit or loss	(2,306)	(21,962)
<b>At end of year</b>	<u>(2,306)</u>	<u>-</u>



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**15. Deferred taxation (continued)**

The deferred taxation balance is made up as follows:

	2023 £	2022 £
Accelerated capital allowances	(2,306)	-
	<u>(2,306)</u>	<u>-</u>

**16. Share capital**

	2023 £	2022 £
<b>Allotted, called up and fully paid</b>		
10,000 (2022 - 10,000) Ordinary shares of £0.0001 - each	1	1
1,500,000 (2022 - 1,500,000) Ordinary 'A' Shares of £0.0001- each	150	150
16,522 (2022 - 16,522) Ordinary 'B' Shares of £0.0001- each	2	2
	<u>153</u>	<u>153</u>

**17. Reserves****Profit and loss account**

Called-up share capital – represents the nominal value of shares that have been issued.

Profit and loss account – this reserve records retained earnings and accumulated losses.

**18. Pension commitments**

At 31 March 2023, Native Design Limited owed £23,581 (2022: £23,585) to a defined contribution pension scheme. This was subsequently paid post year-end.

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**19. Commitments under operating leases**

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

	2023 £	2022 £
Not later than 1 year	2,806	5,613
Later than 1 year and not later than 5 years	-	2,806
	<u>2,806</u>	<u>8,419</u>

**20. Related party transactions**

Native Design Ltd entered into sales transactions totalling £1,214,092 (2022: £931,094) with Native Design LLC, a company in which Morten Warren is a director and shareholder. Native Design Ltd also entered into sales transactions totalling £nil (2022: £444,830) with Zuma Array Ltd. Native Design Ltd charged Native Design LLC management charges totalling £303,961 (2022: £268,821) in the year. Native Design also charged Zuma Array Ltd management charges of £137,744 (2022: £218,672) in the year. The year-end Loan balance includes amounts due to Native Design LLC £130,196 (2022: £1,580,578 owed from Native Design LLC).

Zuma Array Ltd and Zuma Array LLC are both companies controlled by Morten Warren who is a director of both entities. Zuma Array Limited is wholly owned by Zuma Array Holdings Limited and Morten Warren is the majority shareholder of Zuma Array Holdings Limited.

At the year-end, Debtors include amounts due from Zuma Array LLC £11,724 (2022: £11,724). These are in relation to expenses paid on behalf of the two companies, as well as cash advances made. Furthermore, the year-end balance due from Zuma Array Ltd is £Nil (2022: £Nil), with £231,885 going through the profit and loss account as a result of a write-off of a debtor.

**21. Controlling party**

The immediate and ultimate parent company is Auralia Limited, a company registered in England and Wales, in which these accounts are consolidated within.

The largest and smallest group in which the results of the Company are consolidated is Auralia Limited, the ultimate parent company.

The consolidated financial statements of Auralia Limited may be obtained from Companies House.

The ultimate controlling party is the managing director M V Warren.