

LANDMARK GLOBAL (UK) LIMITED

Registered number: 03855411

DIRECTORS' REPORT AND FINANCIAL STATEMENTS

FOR THE YEAR ENDED 31 DECEMBER 2015

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COMPANIES HOUSE

LANDMARK GLOBAL (UK) LIMITED

COMPANY INFORMATION

DIRECTORS

K Pierloot
D Mays
K Beeckmans

COMPANY SECRETARY

E M J Segers

REGISTERED NUMBER

03855411

REGISTERED OFFICE

Unit A1 Parkway
Cranford Lane
Heston
Hounslow
TW5 9QA

INDEPENDENT AUDITORS

Haines Watts
Chartered Accountants & Statutory auditors
Advantage
87 Castle Street
Reading
Berkshire
RG1 7SN

LANDMARK GLOBAL (UK) LIMITED

CONTENTS

	Page
Strategic report	1
Directors' report	2 - 3
Independent auditors' report	4 - 5
Profit and loss account	6
Balance sheet	7
Statement of changes in equity	8 - 9
Statement of cash flows	10
Notes to the financial statements	11 - 26
The following pages do not form part of the statutory financial statements:	
Detailed profit and loss account and summaries	27 - 29

LANDMARK GLOBAL (UK) LIMITED

STRATEGIC REPORT FOR THE YEAR ENDED 31 DECEMBER 2015

BUSINESS REVIEW

2015 has seen turnover fall as a result of a change in overall strategy and group restructuring. Overall turnover has decreased by 53% from 2014.

Competition remains strong with Direct Link, Ascendia and Royal Mail continuing to be our main rivals for business in the wholesale sector.

The current outlook for 2016 will see the company continuing to provide cross-docking activities for Europe and rest of world markets, while looking for other growth opportunities in the UK market. The strategy of the company is focused on parcels and retail businesses.

PRINCIPAL RISKS AND UNCERTAINTIES

Some of the company's turnover is invoiced in foreign currency (primarily euros). The company has no measures in place to mitigate the risk of currency fluctuations other than maintaining a euro bank account, which the directors believe gives adequate protection.

In addition to the above, there is some exposure to credit risk, and in this regard, the company carries out appropriate credit checks on potential customers before sales are made and continually monitors and investigates any aged debts.

FINANCIAL KEY PERFORMANCE INDICATORS

The company regards gross profit and operating profit as their key performance indicators. The gross profit margin has increased from 16% to 26% as a result of the focus on higher margin sales rather than volume sales. The operating profit declined from a profit of £1,201,850 to a loss of £532,398 following reduced sales during this transition period.

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



.....
K Pierloot
Director

Date:

LANDMARK GLOBAL (UK) LIMITED

DIRECTORS' REPORT FOR THE YEAR ENDED 31 DECEMBER 2015

The directors present their report and the financial statements for the year ended 31 December 2015.

PRINCIPAL ACTIVITY

The company is a UK based mail, parcels and transport company providing transport services to the "Postal Wholesale" market in the UK. The company acts as an inbound and outbound gateway for other entities of bpost group around the world.

During the year the company changed its name from bpost International (UK) Limited to Landmark Global (UK) Limited.

RESULTS AND DIVIDENDS

The loss for the year, after taxation, amounted to £409,487 (2014 - profit £972,704).

DIRECTORS

The directors who served during the year were:

P Winand (resigned 19 November 2015)

K Pierloot

D Mays

K Beeckmans (appointed 19 November 2015)

FUTURE DEVELOPMENTS

The directors consider that the company is now well positioned to benefit from trading or opportunities following the measures that have been taken in 2015.

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 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.

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

LANDMARK GLOBAL (UK) LIMITED

**DIRECTORS' REPORT
FOR THE YEAR ENDED 31 DECEMBER 2015**

prevention and detection of fraud and other irregularities.

DISCLOSURE OF INFORMATION TO AUDITORS

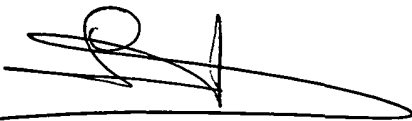
Each of the persons who are directors at the time when this Directors' report is approved has confirmed that:

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

AUDITORS

Under section 487(2) of the Companies Act 2006, Haines Watts will be deemed to have been reappointed as auditors 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.



.....
K Pierloot
Director

Date:

LANDMARK GLOBAL (UK) LIMITED

INDEPENDENT AUDITORS' REPORT TO THE SHAREHOLDERS OF LANDMARK GLOBAL (UK) LIMITED

We have audited the financial statements of Landmark Global (UK) Limited for the year ended 31 December 2015, set out on pages 6 to 26. 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'.

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.

RESPECTIVE RESPONSIBILITIES OF DIRECTORS AND AUDITORS

As explained more fully in the Directors' responsibilities statement, 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/auditscopeukprivate.

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 31 December 2015 and of its loss for the year then ended;
- have been properly prepared in accordance with United Kingdom Generally Accepted Accounting Practice; and
- have been prepared in accordance with the requirements of the Companies Act 2006.

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.

LANDMARK GLOBAL (UK) LIMITED

INDEPENDENT AUDITORS' REPORT TO THE SHAREHOLDERS OF LANDMARK GLOBAL (UK) 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.



Peter Wright BSc FCA (Senior statutory auditor)

for and on behalf of
Haines Watts

Chartered Accountants
Statutory auditors

Advantage
87 Castle Street
Reading
Berkshire
RG1 7SN

12 May 2016

LANDMARK GLOBAL (UK) LIMITED

**PROFIT AND LOSS ACCOUNT
FOR THE YEAR ENDED 31 DECEMBER 2015**

	Note	2015 £	2014 £
Turnover	3	16,597,047	35,200,091
Cost of sales		<u>(13,377,900)</u>	<u>(29,546,766)</u>
Gross profit		3,219,147	5,653,325
Administrative expenses		<u>(3,751,544)</u>	<u>(4,451,475)</u>
Operating (loss)/profit		(532,397)	1,201,850
Interest payable and similar charges	7	<u>(18,626)</u>	<u>(22,508)</u>
(Loss)/profit on ordinary activities before taxation		(551,023)	1,179,342
Taxation on profit/(loss) on ordinary activities	8	<u>141,536</u>	<u>(206,638)</u>
(Loss)/profit for the financial year		<u>(409,487)</u>	<u>972,704</u>
Other comprehensive income for the year		-	-
Total comprehensive income for the year		<u>(409,487)</u>	<u>972,704</u>

There were no recognised gains and losses for 2015 other than those included in the profit and loss account.

The notes on pages 11 to 26 form part of these financial statements.

LANDMARK GLOBAL (UK) LIMITED
REGISTERED NUMBER:03855411

BALANCE SHEET
AS AT 31 DECEMBER 2015

	Note	2015 £	2014 £
Fixed assets			
Intangible assets	9	50,000	-
Tangible assets	10	420,610	512,683
Investments	11	543,103	543,103
		<u>1,013,713</u>	<u>1,055,786</u>
Current assets			
Debtors: Amounts falling due within one year	12	3,142,710	6,742,870
Cash at bank and in hand	13	3,971,260	2,432,838
		<u>7,113,970</u>	<u>9,175,708</u>
Creditors: Amounts falling due within one year	14	(3,919,031)	(6,669,753)
Net current assets		<u>3,194,939</u>	<u>2,505,955</u>
Total assets less current liabilities		<u>4,208,652</u>	<u>3,561,741</u>
Creditors: Amounts falling due after more than one year	15	(1,667,169)	(1,648,543)
Provisions for liabilities			
Deferred tax		(16,246)	-
Provisions		(1,021,526)	-
		<u>(1,037,772)</u>	<u>-</u>
Net assets		<u><u>1,503,711</u></u>	<u><u>1,913,198</u></u>
Capital and reserves			
Called up share capital	20	33,042,210	33,042,210
Profit and loss account		31,538,499	31,129,012
		<u><u>1,503,711</u></u>	<u><u>1,913,198</u></u>

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


K Pierloot

Director

Date:

The notes on pages 11 to 26 form part of these financial statements.

LANDMARK GLOBAL (UK) LIMITED

**STATEMENT OF CHANGES IN EQUITY
AS AT 31 DECEMBER 2015**

	Share capital £	Retained earnings £	Total equity £
At 1 January 2015	33,042,210	(31,129,012)	1,913,198
Loss for the year	-	(409,487)	(409,487)
At 31 December 2015	<u>33,042,210</u>	<u>(31,538,499)</u>	<u>1,503,711</u>

The notes on pages 11 to 26 form part of these financial statements.

LANDMARK GLOBAL (UK) LIMITED

**STATEMENT OF CHANGES IN EQUITY
AS AT 31 DECEMBER 2014**

	Share capital £	Retained earnings £	Total equity £
At 1 January 2014	33,042,210	(32,101,716)	940,494
Profit for the year	-	972,704	972,704
At 31 December 2014	33,042,210	(31,129,012)	1,913,198

The notes on pages 11 to 26 form part of these financial statements.

LANDMARK GLOBAL (UK) LIMITED

**STATEMENT OF CASH FLOWS
FOR THE YEAR ENDED 31 DECEMBER 2015**

	2015 £	2014 £
Cash flows from operating activities		
Profit for the financial year	(409,487)	972,704
Adjustments for:		
Depreciation of tangibles	120,971	115,875
Loss on disposal of tangibles	-	5,442
Interest paid	18,626	22,508
Taxation	(141,536)	206,638
Movement in debtors	3,528,328	44,147
Movement in amounts owed by groups	239,618	828,140
Movement in creditors	(64,180)	1,250,917
Movement in amounts owed to groups	(1,607,753)	(2,485,412)
Corporation tax	(48,638)	(168,000)
Net cash generated from operating activities	<u>1,635,949</u>	<u>792,959</u>
Cash flows from investing activities		
Purchase of intangible fixed assets	(50,000)	-
Purchase of tangible fixed assets	(28,900)	(99,449)
Sale of tangible fixed assets	-	18,701
Purchase of fixed asset investments	-	(543,103)
Net cash from investing activities	<u>(78,900)</u>	<u>(623,851)</u>
Cash flows from financing activities		
Interest paid	(18,626)	(22,508)
Net cash used in financing activities	<u>(18,626)</u>	<u>(22,508)</u>
Net increase / (decrease) in cash and cash equivalents	<u>1,538,423</u>	<u>146,600</u>
Cash and cash equivalents at beginning of year	2,432,838	1,741,628
Cash and cash equivalents at the end of year	<u>3,971,261</u>	<u>1,888,228</u>
Cash at bank and in hand	<u>3,971,260</u>	<u>2,432,838</u>
	<u>3,971,260</u>	<u>2,432,838</u>

The notes on pages 11 to 26 form part of these financial statements.

LANDMARK GLOBAL (UK) LIMITED

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2015

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 Financial Reporting Standard 102, the Financial Reporting Standard applicable in the United Kingdom and the Republic of Ireland and the Companies Act 2006.

Information on the impact first-time adoption of FRS 102 is given in note 24.

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 2).

The following principal accounting policies have been applied:

1.2 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:

Sale of goods

Revenue 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 revenue can be measured reliably;
- it is probable that the company will receive the consideration due under the transaction;
- the costs incurred or to be incurred in respect of the transaction can be measured reliably.

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.

LANDMARK GLOBAL (UK) LIMITED

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2015

1. ACCOUNTING POLICIES (continued)

1.3 INTANGIBLE ASSETS

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

All intangible assets are considered to have a finite useful life. If a reliable estimate of the useful life cannot be made, the useful life shall not exceed five years.

1.4 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, using the straight-line method.

The estimated useful lives range as follows:

Short-term leasehold property	-	10	years
Plant and machinery	-	5	years
Computer equipment	-	5	years

1.5 OPERATING LEASES: LESSEE

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

Benefits received and receivable as an incentive to sign an operating lease are recognised on a straight line basis over the period until the date the rent is expected to be adjusted to the prevailing market rate.

1.6 VALUATION OF INVESTMENTS

Investments in subsidiaries are measured at cost less accumulated impairment. Where merger relief is applicable, the cost of the investment in a subsidiary undertaking is measured at the nominal value of the shares issued together with the fair value of any additional consideration paid.

LANDMARK GLOBAL (UK) LIMITED

**NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 DECEMBER 2015**

1. ACCOUNTING POLICIES (continued)

1.7 DEBTORS

Short term debtors are measured at transaction price, less any impairment. Loans receivable are measured initially at fair value, net of transaction costs, and are measured subsequently at amortised cost using the effective interest method, less any impairment.

1.8 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.

In the Statement of cash flows, cash and cash equivalents are shown net of bank overdrafts that are repayable on demand and form an integral part of the company's cash management.

LANDMARK GLOBAL (UK) LIMITED

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2015

1. ACCOUNTING POLICIES (continued)

1.9 FINANCIAL INSTRUMENTS

The company only enters into basic financial instruments transactions that result in the recognition of financial assets and liabilities like trade and other accounts receivable and payable, loans from banks and other third parties, loans to related parties and investments in non-puttable ordinary shares.

Debt instruments (other than those wholly repayable or receivable within one year), including loans and other accounts receivable and payable, are initially measured at present value of the future cash flows and subsequently at amortised cost using the effective interest method. Debt instruments that are payable or receivable within one year, typically trade payables or receivables, are measured, initially and subsequently, at the undiscounted amount of the cash or other consideration, expected to be paid or received. However if the arrangements of a short-term instrument constitute a financing transaction, like the payment of a trade debt deferred beyond normal business terms or financed at a rate of interest that is not a market rate or in case of an outright short-term loan not at market rate, the financial asset or liability is measured, initially, at the present value of the future cash flow discounted at a market rate of interest for a similar debt instrument and subsequently at amortised cost.

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

For financial assets measured at amortised cost, the impairment loss is measured as the difference between an asset's carrying amount and the present value of estimated cash flows discounted at the asset's original effective interest rate. If a financial asset has a variable interest rate, the discount rate for measuring any impairment loss is the current effective interest rate determined under the contract.

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.

Financial assets and liabilities are offset and the net amount reported in the Balance sheet when there is an enforceable right to set off the recognised amounts and there is an intention to settle on a net basis or to realise the asset and settle the liability simultaneously.

1.10 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.

LANDMARK GLOBAL (UK) LIMITED

**NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 DECEMBER 2015**

1. ACCOUNTING POLICIES (continued)

1.11 FOREIGN CURRENCY TRANSLATION

Functional and presentation currency

The company's functional and presentational currency is sterling.

Transactions and balances

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

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

1.12 FINANCIAL LIABILITIES AND EQUITY

Financial liabilities and equity are classified according to the substance of the financial instrument's contractual obligations, rather than the financial instrument's legal form.

1.13 FINANCE COSTS

Finance costs are charged to the Profit and loss account 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.

1.14 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 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.

LANDMARK GLOBAL (UK) LIMITED

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2015

1. ACCOUNTING POLICIES (continued)

1.15 CURRENT AND DEFERRED TAXATION

The tax expense for the year comprises current and deferred tax. Tax is recognised in the Profit and loss account, except that a change 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 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 income tax is determined using tax rates and laws that have been enacted or substantively enacted by the balance sheet date.

2. JUDGMENTS IN APPLYING ACCOUNTING POLICIES AND KEY SOURCES OF ESTIMATION UNCERTAINTY

Preparation of the financial statements requires management to make significant judgments and estimates. The items in the financial statements where these judgments and estimates have been made include the useful economic life of tangible fixed assets, provision for doubtful debts and certain accruals.

LANDMARK GLOBAL (UK) LIMITED

**NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 DECEMBER 2015**

3. ANALYSIS OF TURNOVER

Analysis of turnover by country of destination:

	2015 £	2014 £
United Kingdom	14,447,213	32,341,941
Rest of Europe	1,572,860	1,103,935
Rest of the world	576,974	1,754,215
	<u>16,597,047</u>	<u>35,200,091</u>

4. OPERATING (LOSS)/PROFIT

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

	2015 £	2014 £
Depreciation of tangible fixed assets	120,971	115,875
Fees payable to the company's auditor and its associates for the audit of the company's annual accounts	12,000	15,000
Exchange differences	67,286	32,580
Defined contribution pension cost	36,845	48,587
	<u>237,102</u>	<u>211,942</u>

LANDMARK GLOBAL (UK) LIMITED

**NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 DECEMBER 2015**

5. EMPLOYEES

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

	2015	2014
	£	£
Wages and salaries	1,534,580	2,670,005
Social security costs	142,092	151,156
Cost of defined contribution scheme	36,845	48,587
	<u>1,713,517</u>	<u>2,869,748</u>

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

	2015	2014
	No.	No.
Management and administration	21	22
Operational and warehouse	38	43
	<u>59</u>	<u>65</u>

6. DIRECTORS' REMUNERATION

	2015	2014
	£	£
Directors' emoluments	-	204,545
Company contributions to defined contribution pension schemes	-	10,412
	<u>-</u>	<u>214,957</u>

During the year retirement benefits were accruing to no directors (2014 - 2) in respect of defined contribution pension schemes.

The highest paid director received remuneration of £NIL (2014 - £129,625).

The value of the company's contributions paid to a defined contribution pension scheme in respect of the highest paid director amounted to £NIL (2014 - £6,494).

LANDMARK GLOBAL (UK) LIMITED

**NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 DECEMBER 2015**

7. INTEREST PAYABLE AND SIMILAR CHARGES

	2015 £	2014 £
Loans from group undertakings	18,626	22,508
	<u>18,626</u>	<u>22,508</u>

8. TAXATION

	2015 £	2014 £
Corporation tax		
Current tax on profits for the year	-	206,638
Adjustments in respect of previous periods	(157,782)	-
	<u>(157,782)</u>	<u>206,638</u>
Total current tax	<u>(157,782)</u>	<u>206,638</u>
Deferred tax		
Origination and reversal of timing differences	16,246	-
	<u>16,246</u>	<u>-</u>
Total deferred tax	<u>16,246</u>	<u>-</u>
Taxation on (loss)/profit on ordinary activities	<u>(141,536)</u>	<u>206,638</u>

LANDMARK GLOBAL (UK) LIMITED

NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 DECEMBER 2015

8. TAXATION (continued)

FACTORS AFFECTING TAX CHARGE FOR THE YEAR

The tax assessed for the year is lower than (2014 - lower than) the standard rate of corporation tax in the UK of 20.25% (2014 - 21.5%). The differences are explained below:

	2015 £	2014 £
Profit on ordinary activities before tax	(551,023)	1,179,342
Profit on ordinary activities multiplied by standard rate of corporation tax in the UK of 20.25% (2014 - 21.5%)	(111,582)	253,478
Effects of:		
Expenses not deductible for tax purposes, other than goodwill amortisation and impairment	442	5,476
Capital allowances for year in excess of depreciation	3,260	2,563
Utilisation of tax losses	148,458	(77,369)
Adjustments to tax charge in respect of prior periods	(157,782)	-
Short term timing difference leading to an increase (decrease) in taxation	(2,256)	51,414
Deferred tax not recognised	(22,076)	-
Consortium relief	-	(28,924)
Total tax charge for the year	(141,536)	206,638

FACTORS THAT MAY AFFECT FUTURE TAX CHARGES

There were no factors that may affect future tax charges.

LANDMARK GLOBAL (UK) LIMITED

**NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 DECEMBER 2015**

9. INTANGIBLE ASSETS

	Develop- ment £	Goodwill £	Total £
Cost			
At 1 January 2015	-	1	1
Additions	50,000	-	50,000
At 31 December 2015	50,000	1	50,001
Amortisation			
At 1 January 2015	-	1	1
At 31 December 2015	-	1	1
Net book value			
At 31 December 2015	50,000	-	50,000
<i>At 31 December 2014</i>	<i>-</i>	<i>-</i>	<i>-</i>

10. TANGIBLE FIXED ASSETS

	Short-term leasehold property £	Plant and machinery £	Computer equipment £	Total £
Cost or valuation				
At 1 January 2015	273,554	291,231	176,178	740,963
Additions	6,487	13,259	9,154	28,900
At 31 December 2015	280,041	304,490	185,332	769,863
Depreciation				
At 1 January 2015	47,216	112,117	68,947	228,280
Charge owned for the period	27,557	59,492	33,922	120,971
At 31 December 2015	74,773	171,609	102,869	349,251
At 31 December 2015	205,268	132,881	82,463	420,612
<i>At 31 December 2014</i>	<i>226,338</i>	<i>179,114</i>	<i>107,231</i>	<i>512,683</i>

LANDMARK GLOBAL (UK) LIMITED

**NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 DECEMBER 2015**

11. FIXED ASSET INVESTMENTS

	Investments in subsidiary companies £
Cost or valuation	
At 1 January 2015	543,103
At 31 December 2015	543,103
At 31 December 2015	-
At 31 December 2015	543,103
<i>At 31 December 2014</i>	<i>543,103</i>

SUBSIDIARY UNDERTAKINGS

bpost Hong Kong Limited, a company incorporated in Hong Kong, was a subsidiary undertaking of the company by virtue of the 100% ownership of ordinary share capital.

12. DEBTORS

	2015 £	2014 £
Due within one year		
Trade debtors	1,747,607	4,700,214
Amounts owed by group undertakings	274,709	375,553
Other debtors	167,787	12,083
Prepayments and accrued income	952,607	1,655,020
	3,142,710	6,742,870

LANDMARK GLOBAL (UK) LIMITED

**NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 DECEMBER 2015**

13. CASH AND CASH EQUIVALENTS

	2015 £	2014 £
Cash at bank and in hand	3,971,260	2,432,838
	<u>3,971,260</u>	<u>2,432,838</u>

14. CREDITORS: AMOUNTS FALLING DUE WITHIN ONE YEAR

	2015 £	2014 £
Trade creditors	255,718	1,249,764
Amounts owed to group undertakings	80,798	1,707,177
Corporation tax	-	38,638
Taxation and social security	69,370	71,026
Other creditors	5,000	-
Accruals and deferred income	3,508,145	3,603,148
	<u>3,919,031</u>	<u>6,669,753</u>

15. CREDITORS: AMOUNTS FALLING DUE AFTER MORE THAN ONE YEAR

	2015 £	2014 £
Amounts owed to group undertakings	1,667,169	1,648,543
	<u>1,667,169</u>	<u>1,648,543</u>

LANDMARK GLOBAL (UK) LIMITED

**NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 DECEMBER 2015**

16. FINANCIAL INSTRUMENTS

	2015 £	2014 £
Financial assets		
Financial assets that are debt instruments measured at amortised cost	2,951,618	6,601,611
	<u>2,951,618</u>	<u>6,601,611</u>
Financial liabilities		
Financial liabilities measured at amortised cost	(5,516,829)	(8,208,632)
	<u>(5,516,829)</u>	<u>(8,208,632)</u>

Financial assets measured at amortised cost comprise trade debtors, amounts owed by group undertakings and prepayments and accrued income.

Financial liabilities measured at amortised cost comprise trade creditors, amounts owed to group undertakings, other creditors and accruals and deferred income.

17. DEFERRED TAXATION

	Deferred tax £
Charged to the profit or loss	(16,246)
At 31 December 2015	<u>(16,246)</u>

The deferred taxation balance is made up as follows:

	2015 £	2014 £
Accelerated capital allowances	16,246	-
	<u>16,246</u>	<u>-</u>

LANDMARK GLOBAL (UK) LIMITED

NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 DECEMBER 2015

18. PROVISIONS

	Transport costs £
Charged to the profit or loss	1,021,526
At 31 December 2015	<u>1,021,526</u>

TRANSPORT COSTS

This provision has been recognised due to the uncertainty surrounding rates charged by a key supplier. The amount is an estimate based on known information at the balance sheet date, with the timing of ultimate settlement currently unknown.

19. RESERVES

Profit and loss account

The profit and loss account represents the cumulative profits and losses net of dividends and other adjustments.

20. SHARE CAPITAL

	2015 £	2014 £
ALLOTTED, CALLED UP AND FULLY PAID		
32,497,599 Ordinary shares of £1 each	32,497,599	32,497,599
6,867,000 Ordinary shares of €0.10 each	544,611	544,611
	<u>33,042,210</u>	<u>33,042,210</u>

21. PENSION COMMITMENTS

The company operates a defined contributions pension scheme for employees. The assets of the scheme are held separately from those of the company in an independently administered fund. The pension charge represents contributions payable by the company to the fund and amounts to £36,845 (2014: £48,588).

LANDMARK GLOBAL (UK) LIMITED

**NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 DECEMBER 2015**

22. COMMITMENTS UNDER OPERATING LEASES

At 31 December 2015 the company was committed to paying total minimum lease payments under non-cancellable operating leases as follows:

	2015 £	2014 £
Not later than 1 year	4,192	-
Later than 1 year and not later than 5 years	561,399	839,081
Total	565,591	839,081

During the year a total of £295,974 was charged to the profit and loss account in respect of commitments under operating leases.

23. RELATED PARTY TRANSACTIONS

The company has taken advantage of the exemption under paragraph 33.1A of FRS 102 not to disclose transactions with other wholly owned group members.

During the year the company entered into transactions with other group companies that are not wholly owned members of the group. The company made sales of £216,072 and purchases of £51,204. At the year end the company was owed £141,577 by the members and owed £36,360.

24. CONTROLLING PARTY

The company's ultimate parent undertaking and controlling party is bpost NV, a company incorporated in Belgium. The financial statements of bpost NV can be obtained from Muntcentrum, 1000 Brussel / Centre Monnaie, 1000 Bruxelles.

25. FIRST TIME ADOPTION OF FRS 102

The policies applied under the entity's previous accounting framework are not materially different to FRS 102 and have not impacted on equity or profit or loss

LANDMARK GLOBAL (UK) LIMITED

**DETAILED PROFIT AND LOSS ACCOUNT
FOR THE YEAR ENDED 31 DECEMBER 2015**

	2015 £	2014 £
Turnover	16,597,047	35,200,091
Cost of sales	(13,377,900)	(29,546,766)
Gross profit	<u>3,219,147</u>	<u>5,653,325</u>
	<u>3,219,147</u>	<u>5,653,325</u>
Less: overheads		
Administration expenses	(3,751,544)	(4,451,475)
Operating (loss)/profit	<u>(532,397)</u>	<u>1,201,850</u>
Interest payable	(18,626)	(22,508)
Tax on profit on ordinary activities	141,536	(206,638)
(Loss)/Profit for the year	<u>(409,487)</u>	<u>972,704</u>

LANDMARK GLOBAL (UK) LIMITED

**SCHEDULE TO THE DETAILED ACCOUNTS
FOR THE YEAR ENDED 31 DECEMBER 2015**

TURNOVER

	2015 £	2014 £
Distribution of mail and packages	14,447,213	32,341,941
Sales - Other EU	1,572,860	1,103,935
Sales - Rest of world	576,974	1,754,215
	<u>16,597,047</u>	<u>35,200,091</u>

COST OF SALES

	2015 £	2014 £
Direct costs	13,377,900	29,546,766
	<u>13,377,900</u>	<u>29,546,766</u>

ADMINISTRATION EXPENSES

	2015 £	2014 £
Administration expenses		
Directors national insurance	-	38,084
Directors salaries	-	204,545
Directors pension costs	-	10,412
Staff salaries	1,534,580	2,465,460
Staff national insurance	142,092	113,072
Staff pension costs	36,845	38,176
Staff training	11,975	25,346
Staff welfare	18,484	9,174
Entertainment	17,844	31,011
Hotels, travel and subsistence	59,485	37,432
Consultancy	124,001	110,751
Printing and stationery	20,760	28,375
Postage	23	-
Telephone and fax	33,826	32,712
Computer costs	159,021	144,709
General office expenses	7,329	9,203
Advertising and promotion	1,235	2,470
Trade subscriptions	5,961	4,672
Charity donations	250	350
	<u>2,173,711</u>	<u>3,305,954</u>
Sub-total carried forward	2,173,711	3,305,954

LANDMARK GLOBAL (UK) LIMITED

**SCHEDULE TO THE DETAILED ACCOUNTS
FOR THE YEAR ENDED 31 DECEMBER 2015**

	2015 £	2014 £
ADMINISTRATION EXPENSES (continued)		
Sub-total brought forward	2,173,711	3,305,954
Legal and professional	18,868	68,202
Auditors' remuneration	12,000	15,000
Accountancy fees	39,262	37,548
Equipment hire	62,296	59,955
Bank charges	3,024	3,444
Bad debts	10,201	89,997
Difference on foreign exchange	67,286	32,580
Rent - operating leases	288,788	186,098
Rates	144,146	61,472
Light and heat	24,412	35,519
Cleaning	31,412	31,725
Service charges - interco	685,578	-
Insurances	43,411	41,710
Repairs and maintenance	10,178	49,869
Depreciation - plant and machinery	120,971	115,875
Profit/loss on sale of tangible assets	-	5,442
Dilapidations	16,000	24,000
Compensation for loss of office	-	287,085
	<u>3,751,544</u>	<u>4,451,475</u>

INTEREST PAYABLE

	2015 £	2014 £
Interest payable		
Group interest payable	(18,626)	(22,508)
	<u>18,626</u>	<u>22,508</u>