STRATEGIC REPORT, DIRECTORS' REPORT AND FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2015 FOR WESTINSURE GROUP LIMITED

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COMPANY INFORMATION FOR THE YEAR ENDED 31 DECEMBER 2015

DIRECTORS:

T J Gallagher

M Pike

SECRETARY:

W McGowan

REGISTERED OFFICE:

The Walbrook Building

25 Walbrook London EC4N 8AW

REGISTERED NUMBER:

03927018 (England and Wales)

INDEPENDENT AUDITOR:

Ernst & Young LLP Statutory Auditor 25 Churchill Place Canary Wharf London E14 5EY

STRATEGIC REPORT FOR THE YEAR ENDED 31 DECEMBER 2015

The Directors present their Strategic Report for the year ended 31 December 2015.

REVIEW OF BUSINESS

The principal activity of the Company in the period under review was that of an insurance intermediary company providing services for business in the insurance market. The company provides its members access to a wide variety of insurance markets and allows members to harness flexible pricing, professional underwriting and beneficial commission structures. As at 1 June 2015 the Company transferred the majority of assets and liabilities to Arthur J. Gallagher Insurance Brokers Limited, and therefore ceased trading from this date.

The Company is a wholly owned subsidiary of Arthur J. Gallagher & Co., a company incorporated in the United States of America and is included in the publicly available consolidated financial statements of Arthur J. Gallagher & Co. ("the Group"). The Group's strategic focus continues to be on the organic growth of existing core business and the acquisition of businesses to enhance future turnover and profitability.

The results of the Company for the year ended 31 December 2015 are set out in the financial statements on pages 6 to 14.

For the year ended 31 December 2015 the Company has recorded a profit before tax of £1,043k compared to the profit before tax of £831k in 2014. The principal driver of this increase in profit was due to the release of the VAT appeal provision in 2015, which was provided for in 2014. This provision, of £531k, was released after the Company won its appeal against HM Revenue and Customs for the treatment of VAT on its commission income. Additional movements in the profit relates to the extended period in 2014 compared to shortened period, due to the hive up of the Company's assets and liabilities, in June 2015.

PRINCIPAL RISKS AND UNCERTAINTIES

The Group's international operations and debt profile expose it to a variety of financial risks including the effects of change in foreign currency exchange rates, counterparty credit risks, price risk, liquidity and interest rates. The Group's Board of Directors are responsible for setting the Group's risk appetite and ensuring that it has an appropriate and effective risk management framework and monitors the ongoing process for identifying, evaluating, managing, and reporting significant risks faced. To facilitate this, the Group maintains a risk framework, through which the key risks affecting the Group are identified, assessed and monitored.

The Company has in place a risk management programme and policies in the context of the wider Group risk framework. This risk management programme seeks to manage any adverse impact upon the Company caused by the nature of its principal activity. The approach to the significant risks is noted below:

Borrowing facilities and liquidity risk

Operations for the Group are financed by a mixture of shareholders' funds, external borrowing facilities, inter-group borrowings and cash reserves. The objective is to ensure a mix of funding methods offering flexibility and cost effectiveness to match the needs of the Company. Forward looking cash flow projections are prepared on a regular basis to assess funding requirements.

Interest rate rick

Interest rates on the Company's formal intra-group loans are fixed in nature and set in accordance with the wider Group treasury and transfer pricing policies.

BY ORDER OF THE BOARD:

W McGowan - Secretary

Date: 23 September 2014

DIRECTORS' REPORT FOR THE YEAR ENDED 31 DECEMBER 2015

The Directors present their report with the audited financial statements of the Company for the year ended 31 December 2015. The results for the Company for the year ended 31 December 2015 and future developments are discussed in the Strategic Report.

DIRECTORS OF THE COMPANY

The Directors who have held office during the period from 1 January 2015 to the date of this report are as follows:

M Pike - appointed 26 January 2015 M Mugge - resigned 26 January 2015 D Ross - resigned 9 February 2015 S Dalgarno - appointed 9 February 2015 and resigned 17 March 2015 T Gallagher - appointed 17 March 2015

DIVIDENDS

No dividends will be distributed for the year ended 31 December 2015 (2014: £nil).

EMPLOYEES

The Company is an equal opportunities employer and bases all decisions on individual ability regardless of race, religion, gender, age or disability.

DIRECTORS' INDEMNITY PROVISIONS

The Directors have benefited from qualifying third party indemnity provisions during the financial year and to the date of this report.

DIRECTORS' RESPONSIBILITIES STATEMENT

The Directors are responsible for preparing the Strategic Report, 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 FRS 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 and then apply them consistently;
- make judgements and accounting estimates that are reasonable and prudent;
- state whether applicable 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 prevention and detection of fraud and other irregularities.

STATEMENT AS TO DISCLOSURE OF INFORMATION TO AUDITOR'S

So far as the Directors are aware, there is no relevant audit information (as defined by Section 418 of the Companies Act 2006) of which the Company's auditor is unaware, and each Director has taken all the steps that they ought to have taken as a Director in order to make themselves aware of any relevant audit information and to establish that the Company's auditor is aware of that information.

DIRECTORS' REPORT FOR THE YEAR ENDED 31 DECEMBER 2015

AUDITOR

The auditor, Ernst & Young LLP, will be proposed for re-appointment in accordance with section 487(2) of the Companies Act 2006.

BY ORDER OF THE BOARD:

W McGowan - Secretary

Date: 23 September 2016

INDEPENDENT AUDITOR'S REPORT TO THE MEMBERS OF WESTINSURE GROUP LIMITED

We have audited the financial statements of Westinsure Group Limited for the year ended 31 December 2015 which comprise the Statement of Comprehensive Income, the Statement of Financial Position, the Statement of Changes in Equity and the related notes 1 to 16. 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), including FRS 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 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 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. 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

An audit involves obtaining evidence about the amounts and disclosures in the financial statements sufficient to give reasonable assurance that the financial statements are free from material misstatement, whether caused by fraud or error. This includes an assessment of: whether the accounting policies are appropriate to the Company's circumstances and have been consistently applied and adequately disclosed; the reasonableness of significant accounting estimates made by the Directors; and the overall presentation of the financial statements. In addition, we read all the financial and non-financial information in the Strategic Report, Directors' Report and financial statements to identify material inconsistencies with the audited financial statements and to identify any information that is apparently materially incorrect based on, or materially inconsistent with, the knowledge acquired by us in the course of performing the audit. If we become aware of any apparent material misstatements or inconsistencies we consider the implications for our report.

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 profit for the year then ended;
- have been properly prepared in accordance with United Kingdom Generally Accepted Accounting Practice, including FRS 102 "The Financial Reporting Standard applicable in the UK and Republic of Ireland", 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.

Matters on which we are required to report by exception

Enst & Young Let

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.

John Headley (Senior Statutory Auditor) for and on behalf of Ernst & Young LLP Statutory Auditor

London

Date: 27 September 2016

STATEMENT OF COMPREHENSIVE INCOME FOR THE YEAR ENDED 31 DECEMBER 2015

	Notes	Year Ended 31.12.15 £'000	Period 1.9.13 to 31.12.14 £'000
TURNOVER	2	629	2,484
Other operating income	5	. 531	: -
Administrative expenses		<u>(132</u>)	<u>(1,657</u>)
OPERATING PROFIT	5	1028	827
Interest receivable and similar income	6	15	4
PROFIT ON ORDINARY ACTIVITIES BEFORE TAXATION		1043	831
Tax on profit on ordinary activities	. 7	(278)	(221)
PROFIT FOR THE FINANCIAL YEAR /PERIOD		765	610
OTHER COMPREHENSIVE INCOME			<u> </u>
TOTAL COMPREHENSIVE INCOME FOR THE YEAR/PERIOD		<u>765</u>	610

DISCONTINUED OPERATIONS

The Company hived all aspects of its business to Arthur J. Gallagher Insurance Brokers Limited, a fellow Group subsidiary during the year ended 31 December 2015. In June 2015 all the company's trade and the majority of its assets and liabilities were transferred and the company ceased trading from this date.

WESTINSURE GROUP LIMITED (REGISTERED NUMBER: 03927018)

STATEMENT OF FINANCIAL POSITION . 31 DECEMBER 2015

	Notes	2015 £'000	2014 £'000
FIXED ASSETS		2000	
Investments	8	-	-
CURRENT ASSETS Debtors	9	5,995	5,297
Cash at bank		<u> </u>	<u>381</u>
		5,995	5,678
CREDITORS Amounts falling due within one year	10	900	<u>817</u>
NET CURRENT ASSETS		<u>5,095</u>	4,861
TOTAL ASSETS LESS CURRENT LIABILITIES		5,095	4,861
PROVISIONS FOR LIABILITIES	. 11	·	531
NET ASSETS	• .	<u>5,095</u>	4,330
CAPITAL AND RESERVES			
Called up share capital	12	313	313
Share premium	13	86	86
Capital redemption reserve	13	28	28
Retained earnings	13	4,668	3,903
SHAREHOLDERS' FUNDS		5,095	4,330

The financial statements were approved and authorised for issue by the Board of Directors on 23/9/16...... and were signed on its behalf by:

M Pike - Director

STATEMENT OF CHANGES IN EQUITY FOR THE YEAR ENDED 31 DECEMBER 2015

	Called up share capital £'000	Share premium £'000	Capital redemption reserve £'000	Retained earnings reserve £'000	Total equity £'000
Balance at 1 September 2013	313	86	28	3,293	3,720
Changes in equity Total comprehensive income		_		610	610
Balance at 31 December 2014	313	86	28	3,903	4,330
Changes in equity Total comprehensive income		<u>=</u>	-	765	765
Balance at 31 December 2015	313	86	28	4,668	5,095

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

1. ACCOUNTING POLICIES

Accounting convention

These financial statements have been prepared in accordance with applicable United Kingdom Accounting Standards, including FRS 102 "The Financial Reporting Standard applicable in the United Kingdom and Republic of Ireland", and with the Companies Act 2006. The financial statements have been prepared on a going concern basis, under the historical cost convention.

The principal accounting policies applied in the preparation of these financial statements are set out below. These policies have been consistently applied to all the years presented, unless otherwise stated. This is the first year in which the financial statements have been prepared under FRS 102. Refer to note 16 for an explanation of the transition.

The financial statements for the prior period are for a 16 month period due to the reporting date being brought into line with the rest of the Group; therefore the comparative amounts presented in these financial statements are not directly comparable.

Basis of preparation

The Company has taken advantage of Section 401 of the Companies Act 2006 in not preparing consolidated financial statements on the basis that the results of the Company are included within the consolidated financial statements of Arthur J. Gallagher & Co., a company incorporated in the United States of America and for which results are publicly available from the Company's registered office.

The company has also taken advantage of the exemptions, under FRS 102 paragraph 1.12(b) & (e) respectively, from preparing a Statement of Cash Flows and disclosure of key management compensation, on the basis that it is a qualifying entity and its ultimate parent company, Arthur J. Gallagher & Co., includes such disclosures in its own consolidated financial statements.

Significant judgements and estimates

The preparation of financial statements in conformity with FRS 102 requires the use of certain critical accounting estimates. It also requires management to exercise its judgement in the process of applying the Company's accounting policies. The areas involving a higher degree of judgement or complexity, or areas where assumptions and estimates are significant to the financial statements include:

i. Provisions

Where a provision is required the Group will perform calculations based on a policy regarding each individual category of provision. Each of these policies will be based on a degree of estimate and judgements. These policies are included within note 11.

Turnover

Turnover represents brokerage and fees associated with placing insurance and reinsurance contracts. It is recognised net of commission payable and allowable discounts. It is recognised at the later of inception date and the date the placement is completed and confirmed. Turnover also includes membership fees and income from the annual expo event, which is recognised when earned.

Interest receivable

Interest receivable is recognised in the Statement of Comprehensive Income on an accruals basis based on the terms of the underlying contracts or agreements.

Taxation

Provision is made at current enacted rates for taxation. Deferred tax is recognised in respect of all timing differences that have originated but not reversed at the Statement of Financial Position date where transactions or events have occurred at that date that will result in an obligation to pay more, or a right to pay less or to receive more, tax in future periods.

Deferred tax assets are recognised only to the extent that the Directors consider that it is more likely than not that there will be suitable taxable profits from which the future reversal of the underlying timing difference can be deducted

Deferred tax assets and liabilities are not discounted.

Discontinued operations

The Group recognises as discontinued operations components which have been disposed of which represented a separate major line of business or geographical area of operation, which were part of a single coordinated plan to dispose of a separate major line of business or geographical area of operation, or a subsidiary which was acquired exclusively for resale.

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

1. ACCOUNTING POLICIES - continued

Fixed asset investments

Fixed asset investments in the financial statements are stated at cost less provision for any impairment in value.

Short term debtors and creditors

Debtors and creditors with no stated interest rate and receivable or payable within one year are recorded at transaction price. Any losses arising from impairment are recognised in the income statement in other operating expenses.

Loans to/from group undertakings

Loans to/from other group undertakings are initially recognised at transaction price, less any transactional costs unless the arrangement constitutes a financing transaction, where the transaction is measured at the present value of the future payments discounted at a market rate of interest. In subsequent years the loans are carried at amortised cost, using the effective interest rate method.

Where loans are repayable on demand they are classified as short term debtors/creditors and recognised at the full amount payable. The loans are derecognised when the liability is extinguished, that is when the contractual obligation is discharged or cancelled.

Provisions

A provision is recognised where there is a present obligation, whether legal or constructive, as a result of a past event for which it is probable that a transfer of economic benefits will be required to settle the obligation.

Foreign currencies

Transactions in foreign currencies are recorded at the rate ruling at the date of the transaction. Monetary assets and liabilities denominated in foreign currencies are translated at the exchange rate ruling at the date of the Statement of Financial Position. All exchange rate differences are taken to the Statement of Comprehensive Income.

2. TURNOVER

The turnover and profit before taxation are attributed to the one principal activity of the Company and can be attributed to activities in the United Kingdom

	attributed to activities in the U	Inited Kingdom.			
			•		Period
		•	•		1.9.13
				Year Ended	: to
		**		31.12.15	31.12.14
		•		£'000	£'000
	Commission and subscription	IS	• •	<u>629</u>	2,484
3.	STAFF COSTS			. ,	• ,
				: '	Period
					1.9.13
				Year Ended	to
	•		•	31.12.15	31.12.14
			•	£'000	£'000
	Wages and salaries	•		-	181
	Social security costs			-	13
	Other pension costs			·	5
		•			199
	The average monthly number	r of employees during th	e veer was as follows:		
	The average monthly number	or employees during th	e year was as lollows.	•	Period
					1.9.13
				Year Ended	to
				31.12.15	31.12.14
	Insurance broking and admin	istration		J.112.10	6
	modranice broking and admin	ion anom			

The amounts relating to staff costs were incurred by the Company to 6 April 2014 after which the costs were incurred by Arthur J. Gallagher Services (UK). An amount of £172k (2014:£270k) was recharged back to the Company, and is accounted for in administrative expenses.

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

4. DIRECTORS' EMOLUMENTS

	Year Ended 31.12.15 £'000	Period 1.9.13 to 31.12.14 £'000
Aggregate emoluments Company contributions paid to money purchase schemes	<u>-</u>	12
		12
Members of money purchase schemes	· ·	1
The amounts in respect of the highest paid Director are:	Year Ended 31.12.15	Period 1.9.13 to 31.12.14
Emoluments	£.000	£'000
Pension contributions to money purchase schemes	·	

The above amounts represent remuneration allocated to the Directors based on their directorships of entities within the Group. This is on a different basis to which Directors emoluments are recharged to the Company and are accounted for in administration expenses.

5. **OPERATING PROFIT**

The operating profit is stated after charging:

The operating profit is stated after ordinging.		Period 1.9.13
	Year Ended	to
	31.12.15	31.12.14
	£'000	£'000
Auditor's remuneration		
- Statutory audit	4	4
VAT provision release	(531)	-
Foreign exchange differences	1	·

The VAT provision release is in relation to a successful appeal against HM Revenue and Customs, allowing for the provision in place from the prior year to be released to other operating income.

6. INTEREST RECEIVABLE AND SIMILAR INCOME

,		Period
		1.9.13
Year F	Ended	to
31	.12.15	31.12.14
·	£'000	£'000
Interest on loans to group undertakings	<u>15</u>	4

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

7. TAXATION

Analysis of the tax charge

The tax charge on the profit on ordinary activities for the year was as follows:

	Year Ended 31.12.15 £'000	1.9.13 to 31.12.14 £'000
Current tax: UK corporation tax on profits for the period Adjustments in respect of previous periods	278 ————————————————————————————————————	132
Total current tax	<u>278</u>	132
Deferred tax: Origination and reversal of timing differences Effect of changes in tax rates	. · · <u>-</u>	97 (8)
Total deferred tax		89
Total tax per income statement	<u>278</u>	<u>221</u>

The charge for the year can be reconciled to the profit per the income statement as follows:

Profit for the period	Year Ended 31.12.15 £'000 1,043	Period 1.9.13 to 31.12.14 £'000 831
Tax on profit at standard UK tax rate 20.25% (2014: 21.87%)	211	182
Effects of: Expenses not deductible Transfer pricing agreements Tax rate changes	(8) 75 	3 44 (8)
Tax charge for the year	<u>278</u>	221

The Company profits are taxable in the UK under the standard rate of corporation tax being 20.25% (2014 21.87%). The Company is expected to continue to attract the standard rate of UK corporation tax. The UK government legislated during 2015 to reduce the main rate of corporation tax to 19%, applicable from 1 April 2017 with a further reduction of 1% to 18% to apply from 1 April 2020. These reductions have been reflected in the closing deferred tax asset, as they were enacted at the date of the Statement of Financial Position.

Further legislation has been announced to reduce the corporation tax rate to 17% from 1 April 2020. The impact of this change is not quantifiable at this time.

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

8. FIXED ASSET INVESTMENTS

9.

Other debtors

Prepayments and accrued income

		Shares in group undertakings £'s
COST At 1 January 2015 and 31 December 2015		100
NET BOOK VALUE At 31 December 2015		100
At 31 December 2014	·	100

The Company's investments at the Statement of Financial Position date, in the share capital of group undertakings, comprise the following:

Country of

Name of Company	registration	Holding	shares held
Westinsure Online Limited	England & Wales	Ordinary shares	100%
DEBTORS: AMOUNTS FALLING DUE WITHI	N ONE YEAR		
		2015	2014
•		£'000	£'000
Amounts falling due within one year:			
Trade Debtors		1	4
Amounts owed by group undertakings		5.062	5.191

Amounts falling due after more than one year:
Amounts owed by group undertakings

Aggregate amounts

5,452

5,297

5,452

5,297

Amounts owed by group undertakings are unsecured and repayable on demand. All loans are interest free with the exception of:

Aggregate loan value	Interest rate	Interest terms	Repayment period	Aggregate carrying value
£524k	6.19%	Compounded annually	10 years from commencement (2025) but the Company can recall	£543k
			on demand.	

10. CREDITORS: AMOUNTS FALLING DUE WITHIN ONE YEAR

	2013	2017
	£'000	£'000
Amounts owed to group undertakings	135	710
Social security and other taxes	<u>2</u> 1	19
Other creditors	-	23
Corporation tax	278	-
Accruals and deferred income	466	65
	900	<u>817</u>

. Amounts owed to group undertakings are unsecured, repayable on demand and are on an interest free basis.

Proportion of

25

77

2014

389

2015

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

11. PROVISIONS FOR LIABILITIES

	2015	2014
	£'000	£'000
Other provisions	_	531
·		
Other provisions:		

Other provisions:

	Other provisions £'000	;
At 1 January 2015 Released during year	53· 	
At 31 December 2015		

Other provisions

The Company successfully won its appeal against HM Revenue and Customs. Therefore the provision is no longer required.

12. CALLED UP SHARE CAPITAL

Allotted, iss	ued and fully paid:			•	
Number:	Class:	•	Nominal	2015	2014
			value:	£'000	£'000
312,541	Ordinary shares		£1	313	313

All shares rank equally in terms of voting rights (one vote for each share) and right to participate in all approved dividend distribution for that class of share.

13. RESERVES

Retained earnings - includes all current and prior period retained profits and losses.

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

Share premium - this reserve records the amount above the nominal value received for shares issued, less transaction costs.

Capital redemption reserve – represents the nominal value of shares repurchased by the Company.

14. ULTIMATE PARENT UNDERTAKING

The immediate parent company is Ink Underwriting Agencies Limited, a company registered in England and Wales. The largest group of undertakings of which the Company is a member and for which financial statements are prepared, is headed up by Arthur J. Gallagher & Co., a company incorporated in the United States of America, which is the ultimate parent undertaking. A copy of these consolidated financial statements is available from the registered office of the Company.

15. EVENTS AFTER THE REPORTING PERIOD

The Directors confirm that there are no events after the reporting period that are required to be disclosed.

16. TRANSITION TO FRS102

The Company transitioned to FRS 102 from previously extant UK Accounting Standards as at 1 September 2013. There is no material financial impact from the transition to FRS 102 in the financial statements. There were no changes in accounting policies arising from the transition to FRS 102.