# The Phoenix Partnership (Leeds) Limited

**Company Registration Number 04077829 Annual Report and Financial Statements** Year ended 31 March 2018

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Director

F. X. J. Hester

Registered office

129 Low Lane Horsforth Leeds LS18 5PX

Company number

04077829

Statutory auditor

Brown Butler

**Chartered Accountants** 

Leigh House

28-32 St Paul's Street

Leeds

West Yorkshire

LS1 2JT

Bankers

Lloyds TSB Bank plc

PO Box 96 6/7 Park Row Leeds LS1 1NX

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The director presents his strategic report for the year ended 31 March 2018.

## Principal activity

The principal activity of the company is the provision of computer software and support to the health sector.

## Fair review of the business

The director continues to be pleased with the company's performance and is expecting investment in new markets will lead to increased turnover and profitability.

The company has continued to increase penetration in key market areas, increasing revenue by 2.88% on 2017. The director is satisfied with the overall performance of the company which resulted in shareholders funds increasing by £18m.

Average staff numbers decreased marginally from 207 to 183 during the year, with total employment costs decreasing from £13.5m in 2017 to £13m in 2018. This has resulted in improved returns as areas of output have reached maturity. Continued expansion of new markets will result in a need to increase staff numbers as this expansion develops.

Given the nature of the business and the close involvement of the director, the director is of the opinion that analysis using Key Performance Indicators, other than those described above, is not necessary or appropriate for an understanding of the development, performance or position of the business.

## Principal risks and uncertainties

Expenditure on the development of new markets has yet to show benefit to the company's performance, however the director is confident that the benefits will commence shortly.

As capacity requirements grow the company needs to ensure it has the required level of capacity and expertise within its workforce. To date it has been successful in meeting this challenge and the company is known nationally as an excellent employer.

The director is confident that the philosophy of developing new markets and products will continue to bear fruit and further enhance the company's performance. In addition, the company continues to increase penetration into mature markets.

Approved by the Board on 10 01 22.9 and signed on its behalf by:

F. X. J. Hester

F. Wh

Director

The director presents his annual report and the audited financial statements for the year ended 31 March 2018.

Directors of the company

The director who held office during the year was as follows:

F. X. J. Hester

Dividends

The director does not propose the payment of a final dividend in respect of the financial year ended 31 March 2018.

Disclosure of information to the auditors

So far as the director are aware, there is no information relevant to the audit of which the company's auditors are unaware. The director has taken the necessary steps to ensure that he himself is aware of all relevant audit information and made sure that the company's auditors are also aware of that information.

Approved by the Board on to d 2019, and signed on its behalf by:

F. X. J. Hester

F. Ms

Director

The director is responsible for preparing the annual report and the financial statements in accordance with applicable law and regulations.

Company law requires the director to prepare financial statements for each financial year. Under that law the director has elected to prepare the financial statements in accordance with United Kingdom Generally Accepted Accounting Practice (United Kingdom Accounting Standards and applicable law). Under company law the director must not approve the financial statements unless he is 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 director is required to:

- select suitable accounting policies and apply them consistently;
- make judgements and accounting estimates that are reasonable and prudent; and
- prepare the financial statements on the going concern basis unless it is inappropriate to presume that the company will continue in business.

The director is 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 him to ensure that the financial statements comply with the Companies Act 2006. He is 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.

#### Opinion

We have audited the financial statements of The Phoenix Partnership (Leeds) Limited (the "company") for the year ended 31 March 2018, which comprise the Profit and Loss Account, the Balance Sheet and notes to the financial statements, 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 2018 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 of opinion

We conducted our audit in accordance with International Standards on Auditing (UK) (ISAs (UK)) and applicable law. Our responsibilities under those standards are further described in the Auditor's responsibilities for the audit of the financial statements section of our report. We are independent of the company in accordance with the ethical requirements that are relevant to our audit of the financial statements in the UK, including the FRC'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.

## Who we are reporting to

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.

## Conclusions relating to going concern

We have nothing to report in respect of the following matters in relation to which the ISAs (UK) require us to report to you where:

- the director's use of the going concern basis of accounting in the preparation of the financial statements is not appropriate; or
- the director has not disclosed in the financial statements any identified material uncertainties that may cast significant doubt about the company's ability to continue to adopt the going concern basis of accounting for a period of at least twelve months from the date when the financial statements are authorised for issue.

## Other information

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

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

We have nothing to report in this regard.

Continued on next page

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Opinions 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 Director's Report for the financial year for which the financial statements are prepared is consistent with the financial statements; and
- the Strategic Report and the Director's 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 Director's 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 by the company, or returns adequate for our audit have not been received from branches not visited by us; or
- · the company's 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 Statement of Director's Responsibilities set out on page 4, the director is 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 director determines 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 director is 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 director either intends to liquidate the company or cease operations, or have no realistic alternative but to do so.

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Independent Auditor's Report to the Members of The Phoenix Partnership (Leeds) Limited

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Auditor's responsibilities for the audit of the financial statements

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

A further description of our responsibilities for the audit of the financial statements is located on the Financial Reporting Council's website at www.frc.org.uk/auditorsresponsibilities. This description forms part of our auditor's report.

John Brear (Senior Statutory Auditor) For and on behalf of Brown Butler,

Chartered Accountants and Statutory Auditor

Leigh House

28-32 St Paul's Street

Leeds

West Yorkshire

LS1 2JT

Date: 23 01 2019

	Note	2018 £	2017 £
Turnover	3	57,454,862	55,845,561
Cost of sales		(7,417,093)	(5,482,751)
Gross profit		50,037,769	50,362,810
Distribution costs		(2,994,221)	(3,544,623)
Administrative expenses		(18,728,620)	(19,633,130)
Exceptional item		791,975	
Operating profit	4	29,106,903	27,185,057
Interest receivable and similar income	6 ·	3,094	-
Interest payable	7	(11,498)	(6,428)
Profit on ordinary activities before taxation	·	29,098,499	27,178,629
Tax on profit on ordinary activities	10	(5,394,350)	(5,032,306)
Profit for the financial year		23,704,149	22,146,323
Profit and loss account brought forward		60,702,871	38,556,548
Dividends paid		(4,950,000)	
Profit and loss account carried forward		79,457,020	60,702,871

The above results were derived from continuing operations.

	Note	20 £	18	· 20	
Fixed assets					
Intangible fixed assets	11		595,162		684,365
Tangible fixed assets	12	,	14,353,905		14,565,500
Investments	13		97,363		18,499
			15,046,430		15,268,364
Current assets					
Debtors	14	42,476,756		45,694,734	
Cash at bank and in hand	15	29,428,039		8,308,298	
		71,904,795		54,003,032	
Creditors: Amounts falling due within one year	16	(6,895,584)		(8,132,829)	•
Net current assets			65,009,211		45,870,203
Total assets less current liabilities			80,055,641		61,138,567
Provisions for liabilities	17		(597,621)		(434,696)
Net assets			79,458,020		60,703,871
Capital and reserves					
Called up share capital	18	1,000		1,000	
Profit and loss account	19	79,457,020		60,702,871	
These financial statements were approved and	d author	ised for issue by	79,458,020 the director on	10/01/2019	60,703,871

F. Kh

F. X. J. Hester

Director

## 1 General information

The Phoenix Partnership (Leeds) Limited is a private company limited by shares and incorporated in England and Wales under company number 04077829.

The address of its registered office and principal place of business is: 129 Low Lane
Horsforth
Leeds
LS18 5PX

## 2 Summary of significant accounting policies

## Basis of preparation

The financial statements have been prepared in accordance with applicable accounting standards including Financial Reporting Standard 102 "The Financial Reporting Standard applicable in the UK and Republic of Ireland" (FRS102) and the Companies Act 2006. The financial statements have been prepared on a going concern basis under the historical cost convention, modified to include certain items at fair value. The presentation currency is £ sterling.

The significant accounting policies applied in the preparation of these financial statements are set out below. These policies have been consistently applied to all years presented, unless otherwise stated.

## Group accounts not prepared

The company has not prepared group financial statements as it is exempt from the requirement under section 400 of the Companies Act 2006 as it is included in the consolidated financial statements of a larger group.

## Key sources of estimation uncertainty

The preparation of the financial statements requires management to make estimates and assumptions concerning the future. The resulting accounting estimates and assumptions will, by definition, seldom equal the related actual results. There are no estimates or assumptions that have a significant risk of causing a material adjustment to the carrying amounts of assets and liabilities within the next financial year.

# Turnover

Turnover from the rendering of services is recognised by reference to the stage of completion of the contract. The stage of completion of a contract is measured by comparing the costs incurred for work performed to date to the total estimated contract costs. If at the balance sheet date completion of the contract is dependent on external factors, then the revenue is recognised only when the event occurs. In such cases direct costs incurred up to the balance sheet date plus an overhead rate are recognised as revenue to the extent that they are recoverable.

## Pension contributions

The company has a defined contribution pension scheme. The pension costs charged to the profit and loss account are the contributions payable in respect of the accounting period.

Taxation

The tax expense for the period comprises of current and deferred tax. Tax is recognised in profit or loss, except that a change attributable to an item of income or expense recognised as other comprehensive income is also recognised directly in other comprehensive income.

Current tax is recognised for the amount of corporation tax payable in respect of the taxable profit for the year using tax rates and laws that have been enacted or substantively enacted by the balance sheet date.

Deferred tax is recognised in respect of all timing differences that have originated but not reversed by the balance sheet date. Deferred tax assets are only recognised to the extent that it is probable that they will be recovered against the reversal of deferred tax liabilities or other future taxable profits. Deferred tax is calculated using tax rates and laws that have been enacted or substantively enacted by the balance sheet date.

# Intangible fixed assets

Amortisation is calculated to write down the cost less estimated residual value of all intangible assets over their expected useful lives. The annual rates and methods of depreciation are as follows;-

Amortisation

Asset class

Development costs

Amortisation method and rate written off in year in which it is incurred or amortised over period company benefits

## Tangible fixed assets

Tangible fixed assets are measured at cost less accumulated depreciation and any accumulated impairment losses.

#### Depreciation

Depreciation is calculated to write down the cost less estimated residual value of all tangible fixed assets, other than freehold land, over their expected useful lives. The annual rates and methods of depreciation are as follows:-

Asset class

Leasehold improvements

Office equipment

Freehold building

Computer equipment

Furniture, fixtures and fittings

Depreciation method and rate

over life of lease

20% reducing balance basis

33% straight line basis

25% reducing balance and 10%

straight line basis

4% straight line basis

#### Impairment of fixed assets

At the balance sheet date, if there is an indication of possible impairment, the recoverable amount of any affected asset is estimated and compared to its carrying amount. If the estimated recoverable amount is lower, the carrying amount is reduced to its estimated recoverable amount, and an impairment loss is recognised in the profit and loss account. The reversal of an impairment loss is recognised immediately in the profit and loss.

## Investments

Investments in equity shares which are not publicly traded and where fair value cannot be measured reliably are measured at cost less impairment.

## **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 subsequently measured at amortised cost using the effective interest method, less any impairment.

## Cash and cash equivalents

Cash and cash equivalents comprise cash on hand and call deposits, and other short-term highly liquid investments that are readily convertible to a known amount of cash and are subject to an insignificant risk of change in value.

## Creditors

Short term creditors are measured at transaction price. Other financial liabilities, including bank loans, are measured initially at fair value, net of transaction costs, and are subsequently measured at amortised cost using the effective interest method.

## Research and development

Research expenditure is written off to the profit and loss account in the year in which it is incurred. Development expenditure is written off in the same way unless the directors are satisfied as to the technical, commercial and financial viability of individual projects. In this situation, the expenditure is deferred and amortised over the period during which the company is expected to benefit.

## 3 Turnover

The analysis of the company's turnover for the year from continuing operations is as follows:

		2018 £	2017 £
	Rendering of services	57,454,862	55,845,561
	The analysis of the company's turnover for the year by market is as follows:		
		2018 £	2017 £
	UK	57,454,862	55,845,561
4	Operating profit		
	Operating profit is stated after charging:		
		2018 £	2017 £
	Depreciation of tangible fixed assets	713,216	759,801
	Amortisation of intangible fixed assets	89,203	101,709
	Operating lease charges - plant and machinery	1,294,632	. 741,733
	Operating lease charges - other	620,224	387,443
	Loss on disposal of property, plant and equipment	-	65,774
	Other exceptional item	(791,975)	

The exceptional item arose from a minor product defect which existed at the year ended 31 March 2016, since the provision was made the estimation has decreased.

## 5 Auditors' remuneration

	2018 £	2017 £
Audit of the financial statements	24,870	26,001
Other fees payable to auditor:		
All other assurance services	5,589	10,189

6	Interest receivable and similar income		
Ū	Therese reservable and similar meeting		2018
	Other interest receivable	•	£ 3,094
	,		
7	Interest payable and similar charges	0040	0047
	·	2018 £	2017 £
	Other interest	11,498	6,428
8	Staff costs	·	•
	Employee costs, including director, during the year:	0010	00.17
		2018 £	2017 £
	Wages and salaries	11,545,454	12,022,643
	Social security costs	1,421,402	1,407,827
	Other pension costs	57,107	58,347
		13,023,963	13,488,817
	The average number of persons employed by the company (including the director) category was as follows:	during the year	, analysed by
		2018 No.	2017 No.
	Administration	6	6
	Other	177	201
		183	207
9	Director's remuneration		
	The director's remuneration for the year was as follows:	2018	2017
		£	£
	Salaries	349,345	349,345
	Benefits in kind	3,078	1,914
	Aggregate remuneration .	352,423	351,259
	Remuneration in respect of the highest paid director:		
		2018	2017
	Aggregate remuneration	£ 352,423	£ 351,259
	Aggregate remuneration	552,425	301,200

10 Tax on profit on ordinary activities		
	2018 £	2017 £
Current taxation		
UK corporation tax	5,303,092	4,632,614
UK corporation tax adjustment to prior periods	(71,667)	119,386
	5,231,425	4,752,000
Deferred taxation		
Origination and reversal of timing differences	162,925	286,948
Changes in tax rates		(6,642)
Total deferred taxation	162,925	280,306
Tax on profit	5,394,350	5,032,306
The tax charge for the year is lower than (2017: lower than) the standard rate of cor (2017: 20%).	poration tax in t	he UK of 19%
The differences are reconciled below:		
	2018 £.	2017 £
Profit before tax	29,098,499	27,178,629
Corporation tax at standard rate	5,528,715	5,435,726
Expenses not deductible for tax purposes	135,702	140,394
UK deferred tax credit relating to changes in tax rates or laws	-	(21,745)
(Decrease)/Increase in UK and foreign current tax from adjustment for prior periods	(71,667)	119,386
Tax decrease arising from group relief	(198,400)	(641,455)
Total tax charge	5,394,350	5,032,306

11	Intan	aible	assets
	HILCH	uivic	assets

	Internally generated software development	
	costs £	Total £
Cost or valuation		
At 1 April 2017	2,139,124	2,139,124
At 31 March 2018	2,139,124	2,139,124
Amortisation		
At 1 April 2017	1,454,759	1,454,759
Charge for the year	89,203	89,203
At 31 March 2018	1,543,962	1,543,962
Net book value		
At 31 March 2017	684,365	684,365
At 31 March 2018	595,162	595,162
Intangible fixed assets with a net book value of £595,162 (2017: £684,365) are pledged the group.	as security fo	r liabilities of

# 12 Tangible fixed assets

	Land and buildings £	Computers £	Furniture, fittings and equipment £	Total £
Cost or valuation				
At 1 April 2017	15,179,309	313,894	297,151	15,790,354
Additions	30,254	350,731	120,636	501,621
At 31 March 2018	15,209,563	664,625	417,787	16,291,975
Depreciation				
At 1 April 2017	817,968	213,684	193,202	1,224,854
Charge for the year	601,144	63,637	48,435	713,216
At 31 March 2018	1,419,112	277,321	241,637	1,938,070
Net book value				
At 31 March 2017	14,361,341	100,210	103,949	14,565,500
At 31 March 2018	13,790,451	387,304	176,150	14,353,905

# Revaluation

The fair value of the company's land and building was revalued on 31 July 2015 by an independent valuer. Had this class of asset been measured on a historical cost basis, their carrying amount would have been £25,549,367 (2017 - £25,519,113).

Tangible fixed assets with a net book value of £14,353,905 (2017: £14,565,500) are pledged as security for liabilities of the group .

13 Investments in subsidiaries		
	2018 £	2017 £
Investments in subsidiaries	97,363	18,499
Subsidiary undertakings		£
Cost		
At 1 April 2017		18,499
Additions		78,864
At 31 March 2018		97,363
Carrying amount		
At 31 March 2018		97,363
At 31 March 2017		18,499

# Details of undertakings

In the opinion of the director, the aggregate value of the company's investment in the subsidiary undertakings is no less than the amount included in the balance sheet.

Details of the investments in which the company holds 20% or more of the nominal value of any class of share capital are as follows:

Subsidiary undertakings	Description of holding	Proportion of holding	Principal activity
TPP Healthcare Informatics India Private Limited	Preferential shares	99%	Dormant
TPP Middle East FZ-LLC	Ordinary	100%	Dormant
Phoenix Smart Software Technology (Hangzhou) Co Ltd	Ordinary	100%	Provision of computer software and support

The aggregate amount of the total investment in the subsidiary undertakings, by way of the equity  $\frac{1}{2}$  method of valuation, is £97,363

14 Debtors		
	2018 £	2017 £
Trade debtors	1,899,436	4,504,166
Amounts owed from group undertakings	38,002,781	38,701,281
Other debtors		4,668
Prepayments and accrued income	2,574,539	2,484,619
	42,476,756	45,694,734
15 Cash and cash equivalents		
	2018 £	2017 £
Cash on hand	16,112	24,516
Cash at bank	29,411,927	8,283,782
	29,428,039	8,308,298
16 Creditors: Amounts falling due within one year		
,	2018 £	2017 £
Trade creditors	1,541,907	524,589
Social security and other taxes	557,839	685,680
Other creditors	276,192	83,649
Corporation tax	2,083,167	3,045,764
Accruals and deferred income	2,436,479	3,793,147
	6,895,584	8,132,829

17 Provisions				
			Deferred tax £	Total £
At 1 April 2017			434,696	434,696
Increase in existing provisions			162,925	162,925
At 31 March 2018			597,621	597,621
Analysis of deferred tax is as follows:				
2018				£
Capital allowances in excess of depreciation			=	597,621
2017				£
Capital allowances in excess of depreciation				434,696
18 Share capital				
Allotted, called up and fully paid shares				
	2018		2017	
	No.	£	No.	£
Ordinary Shares of £1 each	1,000	1,000	1,000	1,000

# 19 Capital and reserves

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

Profit and loss account - includes all current and prior period retained profits and losses.

## 20 Leasing commitments

# Operating leases

The total of future minimum operating lease payments is as follows:

	2018 £	2017 £
Within one year	1,655,871	1,069,688
Between one and five years	1,517,522	267,278
	3,173,393	1,336,966

#### 21 Pension and other schemes

Defined contribution pension scheme

The company operates a defined contribution pension scheme. The pension cost charge for the year represents contributions payable by the company to the scheme and amounted to £57,107 (2017 - £58,347).

## 22 Controlling party

The company's immediate parent is TPP Finance Limited, a company incorporated in England and Wales.

The ultimate parent is TPPH (Leeds) Limited, incorporated in England and Wales.

The most senior parent entity producing publicly available financial statements is TPPH (Leeds) Limited. These financial statements are available upon request from 129 Low Lane, Horsforth, LS18 5PX

The company is ultimately controlled by F X J Hester, as he owns all of the share capital in TPPH (Leeds) Limited.