Company No 04980247

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### **Contents Page**

Company Information	1
Report of the Directors	2
Group Strategic Report	4
Financial Review	7
Independent Auditors Report	9
Consolidated Income Statement	10
Consolidated Statement of Changes in Equity	11
Consolidated Balance Sheet	12
Consolidated Cash Flow Statement	13
Notes to the financial statements	14

### **Company Information**

Company registration number

04980247

Registered office

15 Fenlock Court Lower Road Long Hanborough Oxfordshire OX29 8LN

Directors

Robert J Montague CBE (Executive Chairman)

Stephen J Ball (Director)

Nicholas Smith (Group Legal Director & Company Secretary)

(Resigned 22 February 2016)

Secretary

Nicholas H Smith (Resigned 22 February 2016)

Auditor

James Cowper Kreston

Chartered Accountants & Statutory Auditor

2 Chawley Park Cumnor Hill Oxford OX2 9GG

#### **Report of the Directors**

The following information has not been included in the Directors' Report as it has been included within the Strategic Report under s414C(11) of the Companies Act 2006:

- Review of Business
- · Principle risks and risk management;
- KPIs

#### **Directors**

The directors who served during the year were:

Robert J Montague CBE (Executive Chairman)

Stephen J Ball (Group Finance Director)

Nicholas Smith (Group Legal Director & Company Secretary) (Resigned 22 February 2016)

Except as otherwise indicated, all such directors served throughout the period.

#### Statement of Directors' Responsibilities

The directors are responsible for preparing the Report of the Directors 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 group and company financial statements in accordance with International Financial Reporting Standards as adopted for use in the European Union. 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 the group and of the profit or loss of the group 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 IFRSs as adopted by the European Union and 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 and the group's transactions and disclose with reasonable accuracy at any time the financial position of the company and the group 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 the group and hence for taking reasonable steps for the prevention and detection of fraud and other irregularities.

#### **Consolidated accounts**

The consolidated accounts have been prepared in accordance with the basis of preparation set out in note 2 to the accounts. The Group's objectives and policies for managing the exposure to relevant financial risks, including the use of applicable financial instruments, is set out in note 28 to the consolidated accounts.

### Report of the Directors (cont'd)

#### Going concern

The directors have considered the going concern status of the Group and consider that the Group has adequate resources to meet its liabilities as and when they fall due for the foreseeable future.

In making this assessment the directors have prepared forecasts for a period of at least 12 months from the date of approval of these financial statements, which take account of possible changes in trading performance based on various assumptions that the directors consider are reasonable given their knowledge of the business.

Further details are given in note 2 of the accounts.

#### **Auditor**

The auditor, James Cowper Kreston, is deemed to have been reappointed in accordance with section 487 of the Companies Act 2006.

#### Statement as to disclosure of information to Auditor

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

- so far as that director is aware, there is no relevant audit information of which the company's auditor is unaware, and
- he has taken all the steps that ought to have been taken as a director in order to be aware of any information needed by the company's auditor in connection with preparing its report and to establish that the company's auditor is aware of that information.

Approved by the board of directors and signed on its behalf by:

Stephan Ball Diréctor

Date: 23 November 2016

#### **Group Strategic Report**

The Group specialises in equipment contract hire for the logistics and supply chain management industries around the UK and Europe.

At Axis Intermodal, sustainable growth begins with our business model. Through our low-risk approach to business, we aim to achieve long-term commercial success and develop robust professional relationships. We focus on long-term asset management rather than short-term transactions, delivering quality and consistency to our customers and lasting value to our financial partners. In this way, we provide the conditions for strong and stable growth and build loyalty, confidence and trust among our stakeholders.

In order to continue doing business long into the future, the Axis Intermodal Group has based its approach around leasing, outsourcing and infrastructure-light operations. This means we keep our debts and overheads to a minimum and ensure the business is financially sound. It also gives us the flexibility to acquire new assets, respond to customer demands, and provide stability and reassurance over time.

Axis Intermodal Limited (the Group) specialises in equipment contract hire for the logistics, and supply chain management industries. Across its many contract and equipment portfolios, the Group is committed to building strong business relationships and delivering long-term, sustainable growth.

Axis Intermodal Limited was established in December 2003 as the holding company for businesses based in the UK and Germany. In 2007, we reorganised the Group into two operating units, one in the UK and one in Germany, enhancing our offer under a single brand for the benefit of our global customers. In the year ended 31 March 2016, the Group investment in Germany was sold.

Key financial information relating to the Groups performance in the year is detailed within the Financial Review.

Each Axis company operates autonomously within the Group. We follow a decentralised business model which enables our companies to respond freely to customer demands and market conditions. The companies are supported by our UK corporate team, which manages the flow of finance between the business units, determines Group strategy and coordinates Group-wide communications. The UK office also oversees the Group's HR, legal and IT functions and ensures the regular and transparent exchange of information between all business units.

The Group derives real strength from its low-risk approach to business. Through third-party capital funding, outsourcing and light infrastructure, our business units are not constrained by heavy debt or overheads and can respond flexibly to customer demands. They also have stable operating platforms from which to expand their fleets and grow their market share in the future.

This stability ensures that the Group is here for the long-term and that it can build strong business relationships and deliver long-term value to asset owners and customers alike. Situated in the middle of the leasing process, we manage the whole life of the assets from purchase to disposal, as well as cash flows, and balance the interests of asset suppliers and end-users. Customers come to us because they know we deliver a reliable, high-quality service tailored specifically to their needs. Asset investors back us because they know we provide sustainable value and strong returns.

The very nature of the Group's core business is another source of strength. Since 2008, contract hire and leasing, as opposed to asset ownership, has become increasingly popular in the transport and logistics industries. Since the financial crisis, companies have become cautious about capital expenditure and are renting more now than ever before, which means the Group is well positioned to deliver business continuity and growth long into the future.

#### **Group Strategic Report (cont'd)**

Indeed, the leasing model is working well in the present climate. Companies are prioritising rental because it enables them to respond more flexibly to demand and to calculate costs more accurately, and in prior years the shift away from ownership continued to provide favourable trading conditions for our main operating companies.

#### **Axis Fleet Management**

Management's core business is truck and road trailer contract hire. As of 31 March 2016, its combined UK rental fleet stood at 3,182 assets.

#### **Axis Germany**

The investment in Axis Intermodal Deutschland GmbH (Axis Germany) was disposed of during the year for a consideration value of €4,400,000 (see note 11 to the accounts for further information). Axis Germany was the European market leader for the contract hire of intermodal swap bodies. Based in Cologne, Axis Germany managed over 11,000 swap body units. The company operated throughout Germany, Switzerland, Austria and the Benelux countries, with approximately 90% of customers located in Germany. With an established network of third-party depots, Axis Germany held available swap body stock on an 'as required' basis. And through the specialist refurbishment of equipment, the company was able to maintain a high-quality, competitively-priced fleet in a cost-effective manner.

Despite the prevailing economic climate, the swap body rental market has seen strong growth in recent years. This is largely attributable to the preference for flexible fleet rental over purchase as working capital becomes squeezed, and the increase in online shopping through outlets such as Amazon, which has stimulated demand for CEP parcel deliveries.

#### **Dividends**

The Company declared and paid a dividend of 4.2p per Ordinary share on 9th March 2016. No final dividend has been recommended by the directors for the year ending 31 March 2016. The declaration and payment of any future dividends and the amount thereof will depend upon the Group's operating results, financial condition, future prospects, profits legally available for distribution and other factors deemed by the directors to be relevant at the time.

#### Key performance indicators

Utilisation rates are key to the Group's success as, without a significant utilisation of assets, the Group continues to incur significant lease and storage costs which are unable to be passed on to customers. The Board manages this risk by ordering new units only when customers have identified a requirement for those units and by aiming to obtain significant repeat business from customers. Additionally, as far as possible, the Group aims to enter into contracts with customers which match the term of the Group's underlying lease contract. During the year the utilisation rate of assets was 95% (2015: 92%).

Additional key performance indicators of the business are explained within the Financial Review.

#### Principal risks and uncertainties

The major risks perceived are interest rate and liquidity risk all of which are actively managed on an on going basis by management. Further details of the Group's financial risk management objectives are given in note 28 of the accounts.

The key business risks of the Group are considered to be the utilisation rate of assets and the financing of new units by funders.

### **Group Strategic Report (cont'd)**

Other principal risks and uncertainties are detailed within the Financial Review.

Approved by the board of directors and signed on its behalf by:

Drector

Date: 23 November 2016

### Axis Intermodal Limited Financial Review Year ended 31 March 2016

#### **Income Statement**

	Year ended	Year ended
	31 March	31 March
	2016	2015
		(re-presented)
	0003	000£
Revenue	35,274	26,205
Profit before interest, tax, depreciation and share based payments	1,018	2,041
Net interest	(366)	(364)
Depreciation	(1,538)	(1,267)
Profit before tax	(886)	410
Tax	(182)	(80)
Profit / (loss) after tax	(1,068)	330
Profit for the year from discontinued operations	307	156
(Loss) / profit for the year	(761)	486

The above figures have been prepared in accordance with the International Financial Reporting Standards (IFRS) as adopted by the European Union.

Interest cover (based on profit before interest, tax and share based payments) fell to nil given the loss recorded for the year (2015: 2 times).

#### **Balance Sheet**

31 March 2016

	Year ended	Year ended
	31 March	31 March
	2016	2015
	£000	£000
Property, plant and equipment	7,431	5,531
Trade receivables and inventories	5,343	7,914
Cash at bank and in hand	266	1,652
Trade and other payables	(3,862)	(5,051)
Debt - short term	(1,657)	(2,209)
Long term debt and provisions	(5,373)	(4,274)
Net assets before goodwill	2,148	3,563
Goodwill	2,260	3,519
Net assets	4,408	7,082

Gearing has increased to 59% from 37% arising from an increase in long term debt and decreased equity.

### Key performance indicator summary table:

The Directors consider the following details to represent financial and non-financial key performance indicators:

#### Gearing

Gearing is the ratio of debt to equity finance, and is a tool to show how the business is financed.

### Axis Intermodal Limited Financial Review Year ended 31 March 2016

#### Interest cover:

Interest cover represents the number of times that the group's profit before interest and taxation covers net interest expense for the period.

	Year ended	Year ended
	31 March	31 March
	2016	2015
Gearing	58%	37%
Interest cover	-	2 times

#### Non Financial

Year ended 31 March 2016

#### Fleet numbers UK

The units in the business overall increased during the year, which gives the group access to future revenues, and as such helps management in its decision making.

	Year ended	Year ended 31 March	
	31 March		
•	2016	2015	
Rigids	201	119	
Trailers	1,668	1,442	
Trucks	1,313	1,085	
Total	3,182	2,646	

#### **Employees**

As the table below shows, the Axis business is suitably structured between management and more technical, logistics skills, which significantly support management activities and decisions.

		2016	2015
Sales and customer services		21	17
Management and administration		7	8
	•	28	25

### Foreign exchange

The group is exposed to fluctuations in the value of the Euro. Overseas trading results have been translated using a Euro exchange rate of 1.366. (2015: Euro 1.275).

#### Dividend

The Directors declared dividend payments totalling £2,838,397 in respect of the year ended 31 March 2016. The Directors made no dividend payment in respect of the year ended 31 March 2015.

Directò

Stop 22 November 2016

#### Independent Auditors' Report to the Shareholders of Axis Intermodal Limited

We have audited the Group and parent Company financial statements (the "financial statements") of Axis Intermodal Limited for the year ended 31 March 2016, which comprise the Statement of Comprehensive Income, the Statement of Changes in Equity, the statement of Financial Position, the statement of Cash Flows and the related notes set out on pages 10 to 39. The financial reporting framework that has been applied in their preparation is applicable law and International Financial Reporting Standards (IFRSs) as adopted for use in the European Union.

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 the directors and auditors

As explained more fully in the Statement of directors' responsibilities, 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 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.

#### Unqualified opinion on financial statements

In our opinion the financial statements:

- give a true and fair view of the state of the Group's and parent Company's affairs as at 31 March 2016 and of the Group's loss for the year then ended;
- have been properly prepared in accordance with IFRS adopted for use in the European Union; and
- have been prepared in accordance with the requirements of the Companies Act 2006.

### Opinion on other matters prescribed by the Companies Act 2006

In our opinion the information given in the Directors' Report and Group Strategic Report for the financial year for which the financial statements are prepared are consistent with the financial statements.

#### 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 by the parent Company, or returns adequate for our audit have not been received from branches not visited by us; or
- the parent Company 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

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we have not received all the information and explanations we require for our audit.

Alexander Peal BSc(Hons) FCA DChA (Senior Statutory Auditor)

for and on behalf of

James Cowper Kreston

Chartered Accountants and Statutory Auditor

2 Chawley Park

Cumnor Hill

Oxford

OX29GG

Date:

3 Noule 2016

### Axis Intermodal Limited Consolidated Income Statement for the year ended 31 March 2016

		Year ended 31 March 2016	Year ended 31 March 2015
			(re-presented)
	Note	0003	£000
Continuing operations			
Revenue	3	35,274	26,205
Cost of sales		(31,719)	(21,675)
Gross profit		3,555	4,530
Analysis of administrative expenses:			
Other administrative expenses	·	(2,978)	(2,473)
Depreciation	5	(1,538)	(1,267)
Foreign exchange	5	441	(16)
Total administrative expenses		(4,075)	(3,756)
(Loss) / profit from operations		(520)	774
Finance costs	7	(93)	(142)
Finance lease interest	7	(273)	(222)
(Loss) / profit before tax		(886)	410
Tax on profit on ordinary activities	8	(182)	(80)
(Loss) / Profit for the year from continuing operations		(1,068)	330
Discontinued operations			
Profit for the year from discontinued operations	11	307	156
(Loss) / Profit for the year		(761)	486

# Axis Intermodal Limited Consolidated Statement of Changes in Equity for the year ended 31 March 2016

Share based Share Share payments Other Translation Retained Capital Premium reserve reserve reserve earnings Total **GROUP** £000 £000 £000 £000 £000 £000 £000 Balance at 1 April 2014 2,964 1,091 172 180 (234)2,710 6,883 Profit for the year 486 486 Exchange differences on translation (287)(287)of overseas operations Balance at 31 March 2015 2,964 1,091 172 180 (521) 3,196 7,082 Loss for the year (761)(761) Exchange differences on translation 521 521 of overseas operations 415 415 Shares Issued Dividends paid (2,838)(2,838)Share based payment adjustments (11)(11)Balance at 31 March 2016 4,408 3,379 1,091 161 180 (403)

The other reserve balance brought forward relates to the premium on shares issued on 7 July 2005, as part consideration relating to the acquisition of Axis Fleet Management Limited.

			Share based				
	Share	Share	payments	Other	Translation	Retained	
	Capital	Premium	reserve	reserve	reserve	earnings	Total
COMPANY	£000	£000	£000	£000	£000	£000	£00 <u>0</u>
Balance at 1 April 2014	2,964	1,091	148	180	-	351	4,734
Loss for the year	-	-	•	-	-	(276)	(276)
Balance at 31 March 2015	2,964	1,091	148	180	-	75	4,458
Profit for the year	-	-	-	-	-	2,269	2,269
Shares Issued	415	-	-	-	-	-	415
Dividends paid	-	-	-	-	-	(2,838)	(2,838)
Balance at 31 March 2016	3,379	1,091	148	180	-	(494)	4,304

### Axis Intermodal Limited Consolidated Balance Sheet as at 31 March 2016

	as at 31 Maich 2	010			
		Group	Company	Group	Company
	Note	2016	2016	2015	2015
		£000	£000	£000	£000
Non-current assets					
Goodwill	13	2,260	-	3,519	-
Investment in subsidiary undertakings	12	-	6,173	-	7,921
Property, plant and equipment	15	7,431	45	5,531	28
		9,691	6,218	9,050	7,949
Current assets	٠.				
Trade and other receivables	16	5,343	154	7,914	2,167
Current tax asset			-	· -	164
Cash at bank and in hand	17	266	38	1,652	23
		5,609	192	9,566	2,354
Total assets		15,300	6,410	18,616	10,303
				······································	·
Equity					
Share capital	22	3,379	3,379	2,964	2,964
Share premium	23	1,091	1,091	1,091	1,091
Share-based payment reserve		161	148	172	148
Other reserve		180	180	180	180
Translation reserve		-	-	(521)	-
Retained earnings		(403)	(494)	3,196	75
Total equity		4,408	4,304	7,082	4,458
Non-current liabilities					
Provisions	19	348	-	348	-
Customer deposits		251	-	336	-
Amounts owed to group companies	21	-	1,900	-	4,710
Obligations under finance leases	20	4,774	-	3,590	-
		5,373	1,900	4,274	4,710
Current liabilities					
Trade and other payables	18	3,681	206	5,034	164
Current tax liabilities		181	-	17	-
Obligations under finance leases	20	1,657	-	1,238	-
Borrowings and bank overdrafts	17	<u> </u>	_	971	971
		5,519	206	7,260	1,135
Total liabilities		10,892	2,106	11,534	5,845
Total equity and liabilities		15,300	6,410	18,616	10,303

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

Stephen Ball

Date: 23 November 2016

### Axis Intermodal Limited Consolidated Cash Flow Statement for the year ended 31 March 2016

	Group	Company	Group	Company
	Year ended	Year ended	Year ended	Year ended
	31 March	31 March	31 March	31 March
	2016	2016	2015	2015
Note	0003	0003	000£	£000
Profit / (loss) before taxation from continuing operations	(886)	2,269	643	(276)
Profit / (loss) before tax from discontinued operations	307		_	-
Adjustments for:				
Depreciation	1,538	12	1,271	12
Foreign exchange (gain) / loss	463	-	-,	· <del>-</del>
(Profit) / loss on disposal of property, plant and equipment	(93)	_	(131)	-
(Profit) / loss on disposal of subsidiaries	1,114	(2,182)	-	-
Interest expense	366	53	292	113
Operating cash flows before movements in working capital	2,809	152	2,075	(151)
(Increase) / decrease in receivables	(2,295)	2,013	(2,763)	(1,495)
(Increase) / decrease in other receivables	•	164	-	(164)
(Increase) / decrease in assets for resale	-	-	117	-
Increase / (decrease) in payables	5,822	1,691	1,070	1,635
Cash generated by operations before interest and taxation	6,336	4,020	499	(175)
Interest paid	(366)	(53)	(292)	(113)
Income taxes paid	(28)	-	(292)	(174)
Net cash inflow from operating activities	5,942	3,967	(85)	(462)
Investing activities				
Proceeds on disposal of property, plant and equipment	404	-	905	-
Purchases of property, plant and equipment	(3,749)	(29)	(158)	(3)
Investments in subsidiaries	(4,459)	(4,459)		
Proceeds from disposal of subsidiaries	2,267	3,930	-	
Net cash from investing activities	(5,537)	(558)	747	(3)
Financing activities				
Dividends paid	(2,838)	(2,838)	-	-
Raising share capital	415	415	-	-
New obligations under finance leases	1,603	-	(1,482)	-
Net cash used in financing activities	(820)	(2,423)	(1,482)	<u> </u>
Net increase / (decrease) in cash and cash equivalents	(415)	986	(820)	(465)
Cash and cash equivalents at beginning of year	681	(948)	1,579	(483)
Effect of foreign exchange rate changes	-	-	(78)	<u> </u>
Cash and cash equivalents at end of year 17	266	38	681	(948)

#### 1. General information

Axis Intermodal Limited (the "Company" together with its subsidiaries, the "Group") is a company incorporated in the United Kingdom under the Companies Act 2006. The nature of the Group's operations and its principal activities are set out in note 4 and in the Report of Directors.

The accounting policies set out below have, unless otherwise stated, been applied consistently to all periods presented in these group financial statements.

#### 2. Significant accounting policies

#### Basis of preparation

The financial statements of the Company and Group have been prepared on a going concern basis, under the historical cost convention and in accordance with applicable International Financial Reporting Standards ("IFRS") as adopted by the European Union and International Financial Reporting.

#### Interpretations

Committee interpretations and with those parts of the Companies Act 2006 applicable to companies reporting under IFRS

The Company has taken advantage of section 408 of the Companies Act 2006 and has not included a separate income statement in these financial statements. The parent company's profit for the year was £2,269k (2015: Loss £276k). An audit fee of £13k was paid in respect of the parent company audit (2015: £13k).

These financial statements are presented in pound sterling because this is the presentational currency of the Company and the Group and also represents the primary economic environment in which the Company and Group operate. Foreign operations are included in accordance with policies set out below. The accounting period for both the company and group is a year.

#### Going concern

The Group's business activities, performance and position are set out in the Report of the Directors and in the Financial Review. In addition, note 29 includes the Group's financial risk management and objectives as well as an analysis of the Group's key risks and uncertainties. Additionally, the key business risks to which the Group are exposed are described in the Report of the Directors.

In light of the current economic climate, the directors have prepared forecasts for a period of at least a year from the date of approval of these financial statements, which take account of possible changes in trading performance based on various assumptions that the directors consider are reasonable given their knowledge of the business and indicate that the Group is able to operate within its funding constraints.

In light of the above, the directors are confident that the Group has adequate resources to meet its liabilities as and when they fall due for the foreseeable future and have therefore prepared the financial statements on a going concern basis.

### Accounting estimates and judgements

The preparation of financial statements in conformance with adopted IFRS requires management to make judgements, estimates and assumptions that affect the application of policies and reported amounts of assets, liabilities, income and expenses. The estimates and assumptions are based on historical experience and other factors considered reasonable at the time, but actual results may differ from those estimates. Revisions to estimates are made in the period in which they are recognised.

Key estimates are made around the impairment of goodwill, and key management judgements are made regarding revenue recognition on commission and judgement of long term balances held within a subsidiary, as being part of the net investment in that asset. Additionally management make judgements regarding the use of tax losses and recognition of a deferred tax asset.

#### Investment in subsidiary undertakings

Investments of the Company in the shares of subsidiary undertakings are stated at cost less any provision for impairment where, in the opinion of the directors, there has been impairment in value of any such investment.

#### **Basis of consolidation**

The consolidated financial statements incorporate the financial statements of the Company and entities controlled by the Company (its subsidiaries) made up to the period end.

Intra-group transactions, balances, income and expenses, gains and losses are eliminated fully on consolidation.

Control is achieved where Axis Intermodal Limited has the power to govern the financial and operating policies of an investee entity so as to obtain benefits from its activities. The financial statements of subsidiaries are included in the consolidated financial statements from the date that control commences until the date that control ceases.

On acquisition, the assets, liabilities and contingent liabilities of a subsidiary are measured at their fair values at the date of acquisition. Any excess of the cost of acquisition over the fair values of the identifiable net assets acquired is recognised as goodwill.

Any deficiency of the cost of acquisition below the fair values of the identifiable net assets acquired (i.e. discount on acquisition) is credited to profit or loss in the period of acquisition.

The results of subsidiaries acquired or disposed of during the year are included in the consolidated income statement from the effective date of acquisition or up to the effective date of disposal, as appropriate.

Where necessary, adjustments are made to the financial statements of subsidiaries to bring the accounting policies used into line with those used by the Group.

#### **Business combinations**

The Group applies the acquisition method of accounting for business combinations. The consideration transferred by the Group to obtain control of a subsidiary is calculated as the sum of the acquisition-date fair values of the assets transferred, liabilities incurred and equity interests issued by the Group, which includes the fair value of any interest or liability arising from the contingent consideration arrangement. Acquisition costs are expected as incurred.

The Group recognises identifiable assets acquired and liabilities assumed in a business combination regardless of whether they have been previously recognised in the acquiree's financial statements prior to the acquisition. Assets acquired and liabilities assumed are measured at their acquisition-date fair values.

Goodwill is stated after seperate recognition of identifiable assets.

#### Revenue recognition

Revenue (excluding value added taxes) comprises contract hire income receivable from third parties relating to swapbodies, trailers, chassis, trucks and marine containers calculated on a daily rate basis, the supply of maintenance and repair management services, and fees chargeable to transport and logistics industries. Revenue is recognised once the Group has fulfilled its obligations in connection therewith, net of discounts and other sales related taxes.

Revenue is recognised on commissions receivable when, in management's opinion, the Group's obligation to place an order for an asset has passed.

There is sometimes a delay between transfer of the Group's obligations, in connection with placing the order, and a contractual obligation arising, due to the nature of global contract negotiation.

Where obligations pass in advance of invoicing, this is recognised as accrued income. Where the effect of time value of money is material, accrued income is discounted using the company's estimated weighted average cost of capital.

Revenues for the supply of maintenance and repair management services are recognised on a straight-line basis over the period for which services are contractually agreed by the Group.

Any excess of income invoiced over revenue recognised in the income statement for the period in respect of such services is recognised as deferred income.

#### Property, plant and equipment

Property, plant and equipment are stated at cost or valuation less accumulated depreciation and any recognised impairment loss.

Depreciation is provided on the cost of assets less any residual value over their estimated useful lives, using the straight-line method, as follows:

Office furniture and equipment

4 to 6 years

Contract hire equipment and vehicles

5 to 20 years (or until Guaranteed/underwritten

residuals)

The residual value and the useful life of each asset are reviewed at least at each financial year-end and, if expectations differ from previous estimates, the changes are accounted for as a change in an accounting estimate.

The gain or loss arising on the disposal or retirement of an asset is determined as the difference between the sales proceeds and the carrying amount of the asset.

#### Goodwill

Goodwill arising on consolidation represents the excess of the cost of acquisition over the Group's interest in the fair value of the identifiable asset and liabilities of a subsidiary at the date of acquisition. Goodwill is recognised as an asset and reviewed for impairment at least annually. Any impairment is recognised immediately in the income statement and is not subsequently reversed.

Goodwill arising on acquisitions before the date of transition to IFRS has been retained at the previous UK GAAP amounts subject to being tested for impairment at that date and at least annually thereafter.

On disposal of a subsidiary, the net book value attributable to goodwill is included in the determination of the profit or loss on disposal.

Where the consideration paid for an acquisition is lower than the fair value of the net identifiable assets and liabilities, the difference is accounted for as negative goodwill and released to the income statement on acquisition.

#### Impairment

At each balance sheet date, the Group reviews the carrying amounts of its assets to determine whether there is any indication that those assets have suffered an impairment loss. If any such indication exists, the recoverable amount of the asset is estimated in order to determine the extent of impairment loss (if any).

The recoverable amount is the higher of fair value less costs to sell and its value in use. In assessing value in use, the estimated future cash flows are discounted to their present value using a pre-tax discount rate that reflects current market assessments of the time value of money and the risks specific to the asset for which the estimates of future cash flows have not been adjusted. When assessing future cash flows, management makes key assumptions in the following areas:

- contract term
- customer renewal
- discount rate
- fleet increases
- cost savings
- revenue increases

Details to specific assumptions in relation to impairment of goodwill at the period end can be found in note 11. Where the asset does not generate cash flows that are independent from other assets, the Group estimates the recoverable amount of the cash-generating unit to which the asset belongs.

If the recoverable amount of an asset (or cash-generating unit) is estimated to be less than its carrying amount, the carrying amount of the asset (cash-generating unit) is reduced to its recoverable amount.

An impairment loss is recognised as an expense immediately, unless the relevant asset is carried at a revalued amount, in which case the impairment loss is treated as a revaluation decrease to the extent of previous revaluation gains, with any residual impairment recognised as an expense.

With the exception of goodwill, where an impairment loss subsequently reverses, the carrying amount of the asset (cash-generating unit) is increased to the revised estimate of its recoverable amount, but so that the increased carrying amount does not exceed the carrying amount that would have been determined had no impairment loss been recognised for the asset (cash-generating unit) in prior years.

A reversal of an impairment loss is recognised as income immediately, unless the relevant asset is carried at a revalued amount, in which case the reversal of the impairment loss is treated as a revaluation increase.

Management has taken a view that annual growth in the UK will remain at a constant rate over the next five years.

#### l eases

#### a) The Group as a lessor

All contracts to lease assets to customers are classified as operating leases, as the Group does not transfer risk and reward of ownership to customers.

Assets leased to customers as operating leases are included within property, plant and equipment and depreciated over their useful lives, in accordance with the accounting policy for contract hire equipment and vehicles.

All rental income (net of any lease incentives) is recognised in the income statement on a straight-line basis over the lease term.

#### b) The Group as the lessee

Leases are classified as finance leases whenever the terms of the lease transfers substantially all the risks and rewards of ownership to the lessee. All other leases are classified as operating leases.

Assets held under finance leases are included in the balance sheet at fair value, or, if lower, at the present value of the minimum lease payments each determined at inception of the lease less depreciation and impairment losses.

These assets are depreciated over the shorter of the asset's useful life and the lease term.

The finance charges are allocated over the period of the lease in proportion to the capital amount outstanding.

Leases where the third party lessor retains substantially all the risks and rewards of ownership are classified as operating leases on a straight-line basis over the period of the lease. Lease incentives received are recognised in the income statement as an integral part of the total lease expense.

Management reviews all potential customers, and obtains credit reports, in order to reduce the risk of onerous leases. At the start of the lease, Axis obtains a deposit from the customer, and customer activity is reviewed on an ongoing basis.

#### Foreign currencies

Transactions denominated in foreign currencies are translated into sterling (the presentational currency of the Group) at the rates ruling at the date of the transactions. The functional currency of UK entities is Sterling and the functional currency of Axis Intermodal Deutschland GmbH is Euros.

Monetary assets and liabilities denominated in foreign currencies at the balance sheet date are retranslated at the rates of exchange ruling at that date.

Gains and losses arising on retranslation in respect of monetary assets and liabilities are included in the net profit or loss for the period.

Non-monetary assets and liabilities that are measured in terms of the historical cost in a foreign currency are translated using the exchange rate at the date of the transaction.

#### Retirement benefit costs

The Group contributes to various personal pension plans schemes. The Group offers a stakeholder scheme for its employees, but no members have joined.

The Group has no further payment obligations once the contributions have been paid.

The contributions are recognised as employee benefit expense when they are due.

Prepaid contributions are recognised as an asset to the extent that a cash refund or a reduction in the future payments is appropriate.

#### Short-term employee benefit costs

The undiscounted amounts of short-term benefits attributable to services that have been rendered in the period are recognised as an expense. Any difference between the amount of cost recognised and cash payments made is treated as a liability or prepayment as appropriate.

#### Share-based payments

The Group issues share options to its employees. The Group has applied the requirements of IFRS 2 Share-based Payments. In accordance with the transitional provisions, IFRS 2 has been applied to all grants of equity instruments after 7 November 2002 that had been unvested as of 1 January 2006.

The Group issues equity-settled share-based payments to certain employees in return for their services. These services are determined indirectly by reference to the fair value of the instruments granted. Equity-settled share-based payments are measured at fair value at the date of grant.

The fair value determined at the grant date of the equity-settled, share-based payments is expensed on a straightline basis over the vesting period, based on the Group's estimate of shares that will eventually vest, updated at each balance sheet date.

Fair value of the equity-settled share-based payments is measured by use of a Black Scholes model.

#### **Financial instruments**

Financial assets and liabilities are recognised on the Group's balance sheet when the Group becomes a party to the contractual provisions of the instrument.

Income and expenditure arising on financial instruments is recognised on the accruals basis, and credited or charged to the income statement in the financial period to which it relates.

#### Trade receivables

Trade receivables are recognised initially at fair value and subsequently measured at amortised cost using the effective interest method; less provision for impairment. A provision for impairment of trade receivables is established when there is objective evidence that the Group will not be able to collect all amounts due according to the original terms of receivables. Significant financial difficulties of the debtors, probability that the debtor will enter bankruptcy or a financial reorganisation and default are considered indicators that the trade receivable is impaired. The amount of the provision is the difference between the asset's carrying amount and the present value of the estimated future cash flows discounted at original effective interest rate. When a trade receivable is uncollectible, it is written off against the allowance account for trade receivables.

#### Financial liabilities and equity

Financial liabilities and equity instruments are classified according to the substance of the contractual arrangements entered into.

An equity instrument is any contract that evidences a residual interest in the assets of the Group after deducting all of its liabilities.

A financial liability represents the obligation to transfer economic benefits as a result of past transactions or Ordinary shares are classified as equity.

Incremental costs directly attributable to the issue of new shares or options are shown in equity as a deduction, net of tax, from the proceeds.

Where any group company purchases the company's equity share capital (treasury shares), the consideration paid, including any directly attributable, incremental costs (net of income taxes) is deducted from equity attributable to the Company's equity holders until the shares are cancelled or reissued.

Where such shares are subsequently sold or reissued, any consideration received, net of any directly attributable incremental transactions costs and the related income tax effect, is included in equity attributable to the company's equity holders.

#### **Bank borrowings**

Borrowings are recognised initially at fair value, net of transaction costs incurred. Borrowings are subsequently stated at amortised cost; any difference between the proceeds (net of transaction costs) and the redemption value is recognised in the income statement over the period of the borrowing the effective interest method.

Borrowings are classified as current liabilities unless the Group has an unconditional right to defer settlement of the liability for at least 12 months after the balance sheet date.

Borrowings are classified as current liabilities unless the Group has an unconditional right to defer settlement of the liability for at least 12 months after balance sheet date.

Finance charges, including premiums payable on settlement or redemption, and direct issue costs are charged to the income statement on an accruals basis using the effective interest method and are added to the carrying amount of the instrument to the extent that they are not settled in the period in which they arise.

#### Trade payables

Trade payables are recognised initially at fair value and subsequently measured at amortised cost using the effective interest method.

#### **Equity instruments**

Equity instruments issued by the Group are recorded at the proceeds received, net of direct issue costs.

#### Taxation

The charge for current tax is based on the results for the period as adjusted for items that are non-assessable or disallowed. It is calculated using tax rates that have been enacted or substantively enacted by the balance sheet date. United Kingdom Corporation Tax is calculated at 20 per cent (2015: 21 per cent) of the estimated assessable profit for the year. The Company provides in full for deferred tax in respect of taxation deferred by timing differences between treatment of certain items for taxation and accounting purposes. The deferred tax balance has not been discounted.

Deferred tax is the tax expected to be payable or recoverable on differences between the carrying amounts of assets and liabilities in the financial statements and the corresponding tax bases used in the computation of taxable profit, and is accounted for using the balance sheet liability method.

Deferred tax liabilities are recognised for taxable temporary differences, and deferred tax assets are recognised to the extent that it is probable that taxable profits will be available against which deductible temporary differences can be utilised.

Such assets and liabilities are not recognised if the temporary difference arises from goodwill or from the initial recognition (other than a business combination) of other assets and liabilities in a transaction that affects neither the tax profit nor the accounting profit.

Deferred tax liabilities are recognised for taxable temporary differences arising on investments in subsidiaries, except where the Group is able to control the reversal of the temporary difference and it is probable that the temporary difference will not reverse in the foreseeable future.

The carrying amount of deferred tax assets is reviewed at each balance sheet date and reduced to the extent that it is no longer probable that sufficient taxable profits will be available to allow all or part of the asset to be recovered.

Deferred tax is calculated at the tax rates that are expected to apply in the period when the liability is settled or the asset is realised. Deferred tax is charged or credited in the income statement, except when it relates to items charged or credited directly to equity, in which case the deferred tax is also dealt with in equity.

Deferred tax assets and liabilities are offset when they relate to income taxes levied by the same taxation authority and the Group intends to settle its current tax assets and liabilities on a net basis.

#### Dividends

Dividends are recognised as a liability in the period in which they are declared and approved.

#### **Borrowing costs**

All borrowing costs are recognised in the income statement in the period in which they are incurred.

#### Provisions

A provision is recognised in the balance sheet when the Group has a present legal or constructive obligation as a result of a past event, and it is probable that an outflow of economic benefits will be required to settle the obligation.

If the effect is material, provisions are determined by discounting the future cash flows at a pre-tax rate that reflects current market assessments of the time value of money and, where appropriate, the risks specific to the liability.

### Cash and cash equivalents

Cash and cash equivalents comprise cash balances and call deposits. Bank overdrafts that are repayable on demand and form an integral part of the Group's cash management are included as a component of cash and cash equivalents for the purpose only of the statement of cash flows.

#### Professional fees relating to business disposals

When the company incurs professional fees in respect of the potential disposal of a group component, these costs are carried forward and matched against the future proceeds of that transaction. If it becomes clear that the transaction will not occur, such costs are written off within the income statement.

#### Segmental reporting

A business segment is a group of assets and operations engaged in providing products or services that are subject to risks and returns that are different from those of other business segments. A geographical segment is engaged in providing products or services within a particular economic environment that are subject to risks and returns which are different from those of the segments operating in other economic environments.

#### **Discontinued operations**

Discontinued operations represent cash generating units or groups of cash generating units that have either been disposed of or classified as held for sale, and represent a major line of business or are part of a single coordinated plan to dispose of a separate major line of business. The post-tax profit of loss of the discontinued operation is presented as a single line on the face of the consolidated income statement, together with any post-tax gain or loss recognised on the measurement to fair value less costs to sell on the disposal of the assets or disposal group constituting the discontinued operation.

On changes to the composition of groups of units comprising discontinued operations, the presentation of discontinued operations within prior periods is restated to reflect consistent clarification of discontinued operations across all periods.

#### 3. Revenue

An analysis of the Group's revenue is as follows:

	Year ended	Year ended
	31 March	31 March
	2016	2015
	0003	£000
Rendering of services	35,274	25,908
Commission income		297
	35,274	26,205

# 4. Geographical and business segments Geographical segments

The Group is organised primarily on a geographical basis. The Group's operations and assets are located in the United Kingdom and Europe (excluding UK). There were no trading transactions between geographical locations during the year.

2016	United Kingdom £000	Europe £000	Consolidated
Revenue			
External sales and total revenue	34,847	427	35,274
Result			
Segment result and operating profit	128	-	128
Operating profit	(520)		(520)
Interest receivable	` 16	_	` 16
Finance costs	(109)	_	(109)
Finance lease interest	(273)	_	(273)
Profit before tax	(886)	-	(886)
Tax	(182)		(182)
Loss for the year from discontinued operations	307	•	307
Loss after tax	(761)	+	(761)
	United		
	Kingdom	Europe	Consolidated
Other information	0003	0003	0003
Capital additions	3,715	-	3,715
Depreciation and amortisation	1,538	-	1,538
Balance sheet			
Assets	·		
Segment assets	15,300	-	15,300
Liabilities			
Segment liabilities	10,892		10,892
	United	_	_
	Kingdom	Europe	Group
2015	0003	0003	0003
Revenue	05.000	507	22.225
External sales and total revenue	25,638	567	26,205
Result			77.4
Segment result and operating profit	774		774
Operating profit	774	٠	774
Interest receivable	12	~	12
Finance costs	(154)	~	(154)
Finance lease interest	(222)		(222)
Profit before tax	410	•	410
Tax	(81)	-	(81)
Profit for the year from discontinued operations	157		157
Profit after tax	486	-	486

### 4. Geographical and business segments (cont.)

	United		
	Kingdom	Europe	Consolidated
Other information	0003	0003	0003
Capital additions	2,204	2	2,206
Depreciation and amortisation	1,265	6	1,271
Balance sheet			
Assets			
Segment assets	16,477	2,138	18,615
Liabilities			
Segment liabilities	8,741	2,801	11,542

#### **Business segments**

For management purposes, the group is currently organised into three business activities being the supply of transport and logistics equipment, truck and trailer hire and sea container hire. These business activities are the basis on which the group reports its secondary segment information.

The following table provides an analysis of the Group's sales by business activity, irrespective of the location of the goods/services:

	Sales revenue by business activity	
	Year ended	Year ended
	31 March	31 March
	2016	2015
	0003	£000
Supply of transport and logistics equipment:		
Trucks and trailers	35,274	25,908
	35,274	25,908

The following is an analysis of the carrying amount of segment assets, and additions to property, plant and equipment and intangible assets, analysed by the business activity in which the assets are located:

	Carrying amount of segment net assets		Capital additions by business	
	2016	2015	activity 2016	2015
	£000	£000	£000	£000
Supply of transport and logistics equipment:	<del></del>			
Trucks and trailers	7,370	5,464	3,715	2,186
	7,370	5,464	3,715	2,186
5. Profit from operations				
Profit from operations has been arrived at after charge	ging/(crediting):		Total	
'	, o . o,		2016	2015
			£000	£000
Net foreign exchange (gain) / loss			(441)	16
Depreciation of property, plant and equipment			, ,	
- owned assets			27	191
- leased assets			1,511	1,076
Lease rentals:				
- contract hire equipment and vehicles			10,480	7,843
Staff costs (see note 6)			1,550	1,487
(Profit) / Loss on disposal of subsidiaries			(307)	156
(Profit) / Loss on disposal of property, plant and equi	pment		(93)	(145)
Auditors' remuneration			39	37

### 5. Profit from operations (cont.)

A more detailed analysis of auditor's remuneration on a worldwide basis is provided below.

	Year ended 31 March 2016 £000	Year ended 31 March 2015 £000
Audit services:		
Statutory audit of the parent company and Group	13	13
Other services:		
Statutory audit of subsidiaries	. 19	16
Tax services:		
Other services not covered above	7	8
	39	37

Included in auditor's remuneration is £13,000 in respect of the parent company audit fee (2015: £13,000).

Tax compliance costs relate to the preparation and submission of returns in the UK.

#### 6. Staff costs

The average number of employees during the period, was as follows;

	2016	2015
	Number	Number
Sales and customer services	21	17
Management and administration	7	8
	28	25
	2000	£000
Their aggregate remuneration comprised:	· · · · · · · · · · · · · · · · · · ·	
Wages and salaries	1,356	1,298
Social security costs	173	167
Other retirement benefit costs	21	22
	1,550	1,487
	£'000	£000
Remuneration in respect of directors was as follows:		
Emoluments	885	546
Directors fees	-	-
Retirement benefits	17	20
	902	566
	5,000	000£
Remuneration of the highest paid director (including pension contributions)	540	285

Pension contributions totalling £7,674 (2015: £8,656) were paid in respect of the highest paid director. The highest paid director also exercised share options with a value of £192,500.

#### 7. Finance costs

	2016	2015
	0003	£000
Other interest payable	93	142
Total borrowing costs	93	142
Interest on obligations under hire purchase agreements	273	222

#### 8. Tax

	2016	2015
Analysis of charge in the year (continuing operations)		
Current tax:	0003	2000
- United Kingdom taxation	182	15
	182	15
Deferred tax (see note 19)	-	65
Taxation	182	80

The standard rate of corporation tax in the UK is 20% (2015: 21%). No tax was charged on the former subsidiary in Germany.

The movement for the period can be reconciled to the profit before tax in the Income Statement as follows:

	2016	2015
Reconciliation of the tax expense	2000	2000
Profit on ordinary activities before tax	(579)	566
Tax at the UK corporation tax rate of 20% (2015: 21%)	(116)	119
Effect of:		
Expenses not deductible for tax purposes	74	12
Income not allowable for tax purposes	(642)	-
Exempt dividend income	206	
Difference in taxation rate in overseas subsidiary undertaking		32
Losses in current year carried forward		(17)
Exempt profits adjustment	556	-
Chargeable gains	142	-
Difference in timing of allowances		(66)
Adjustments in respect of prior periods		•
Adjustment to closing deferred tax	(39)	
Other short term timing differences	1	-
Current taxation (continuing operations)	182	80

#### 9. Dividends

•	Year ended	Year ended
	31 March	31 March
	2016	2015
	0003	£000
Amounts recognised as distributions to equity holders in the period:		
Final dividend for the year ended 31 March 2015	-	-
Final dividend for the year ended 31 March 2016	2,838	-
	2,838	-

### 10. Business combinations

On 27 August 2015, Axis Intermodal Limited acquired a 100% holding in Axis Intermodal Capital GmbH, a company registered in Germany, for €6.3 million. The investment subsequently was sold to Axis Intermodal Deutschland GmbH on the same day for a consideration of €7.3 million. On 16 September 2015, the trade and assets of Axis Intermodal Capital GmbH were hived up into Axis Intermodal Deutschland GmbH.

On 31 January 2016 the Group's stake in Axis Intermodal Deutschland GmbH was sold to a company incorporated in Germany.

#### 11. Discontinued operations

The Group's stake in Axis Intermodal Deutschland GmbH was sold on 31 January 2016 for cash consideration of €4,400,000, which translated to £3,344,744.

On 10 February 2016 an agreement was signed for Axis Intermodal Limited to provide Axis Intermodal Deutschland GmbH consultancy services commencing 1 April 2016 for the following 36 months at €35,000 per month.

In accordance with IFRS 5 the total profits relating to discontinued activites for the year are presented on a single line on the Income Statement, and are analysed below:

### 11. Discontinued operations (continued)

	Year ended	Year ended
	31 March	31 March
	2016	2015
	2000	£000
Revenue	9,697	11,877
Cost of sales	(6,763)	(8,864)
Administrative expenses	(1,503)	(2,780)
Income tax expense	(10)	(77)
Profits for the period to disposal/year	1,421	156
Loss on disposal of investment - Axis GmbH	(1,114)	•
Total profit on discontinued operations	307	156
The net assets disposed, and resulting loss on sale is analysed below:		
The first about disposed, and recolling tool on early to a range of	2016	
	0003	
nvestments	5,884	
Property, plant and equipment	14	
Receivables	4,866	
Cash and cash equivalents	1,078	
Pavables	(8,386)	
Net assets at date of disposal	3,456	
Consideration received on date of disposal	(3,345)	
Loss on disposal	111	
Goodwill disposed on investment (see note 14)	(1,259)	
Forex translation movement	34	
Loss on discontinued operations - Axis GmbH	(1,114)	
Loss on discontinued operations - Axis ambit	(1,114)	
The cash flows associated with the disposal are as follows:	0046	
	2016	
Cash received on date of disposal	£000 3,345	
·	3,345 (1,078)	
Cash disposed  Net cash flows on disposal	2,267	
Net cash nows on disposar	2,207	
12. Fixed asset investments of the Company and Group operating companies d	etail	
Shares held by the Company in the Group subsidiary undertakings at cost:		
	2016	2015
Cost and net book value:	€000	2000
At 1 April 2015	7,921	7,921
Disposals during the year	(1,748)	
At 31 March 2016	6,173	7,921

#### 13. Fixed asset investments of the Company and Group operating companies detail (cont.)

The subsidiaries held by the Company (and included in the Group) consist of:

# Place of incorporation

Name of subsidiary	ownership (or registration) and operation	Proportion of voting interest %	Proportion of for power held %	Formed /	Nature of . business
Axis Fleet Management Ltd	United Kingdom	100	100	10-Jul-01	Contract hire
Axis Fleet Management Leasing Ltd	United Kingdom	100	100	24-Jan-12	Contract hire

All group companies have a 31 March year end.

#### 14. Goodwill

	€000	£000	0003
	Axis UK	Axis GmbH	Total
At 1 April 2015	2,260	1,259	3,519
Disposals during the year		(1,259)	(1,259)
At 31 March 2016	2,260	•	2,260

Goodwill has arisen on the acquisition of Axis UK and is recognised when the value of acquisition exceeds the value of the net assets of the acquisition.

An impairment review of goodwill is undertaken on an annual basis, or more frequently if there are indications that goodwill may be impaired. It is tested by comparing the carrying amount against the discounted cash flow projections of the cash generating unit. At 31 March 2016 the carrying amount was less than the projected cash flows, therefore no impairment is considered to have occurred.

In 2016 the cash generating units were deemed to be Axis Fleet Management Limited and Axis Intermodal Limited

#### **Assumptions**

Management, using their knowledge of the business, have assumed that the Axis UK business will grow at an average minimum growth rate of 5% from 2016 until 2020, based on the length of hire contracts, and the expected rate of renewal.

Due to managements' plans to increase the size of the fleet in Axis UK during 2016, sales growth in 2016 has been increased accordingly. An assumption regarding gross profit margins of the cash generating units has been made, based on the introduction of new management agreements which reduce the utilisation risk of the Group. The average profit margin used is 12% (excluding depreciation and interest on hire purchase obligations).

Additionally, management have assumed that average operating costs as a percentage of sales will be 13%. Note that this percentage excludes head office costs which are allocated across the cash generating units.

In order to calculate the net present value of future cash flows, a discount rate of 8% has been used, which represents the group's average cost of capital during the year.

Future revenues from new operating leases incepted in the new period have been forecasted based on existing units.

Deferred tax has not been provided on goodwill.

### 15. Property, plant and equipment - Group

· ·	Contract hire equipment and vehicles	Office furniture and equipment	Total
GROUP	0003	2000	9003
Cost			
At 31 March 2014	7,550	262	7,812
Additions	2,186	20	2,206
Exchange differences	-	(19)	(19)
Disposals	(1,325)	(100)	(1,425)
At 31 March 2015	8,411	163	8,574
Additions	3,715	34	3,749
Disposals	(909)	(70)	(979)
At 31 March 2016	11,217	127	11,344
Accumulated depreciation			
At 31 March 2014	2,294	151	2,445
Charge for the year	1,235	36	1,271
Exchange differences	-	(4)	(4)
Eliminated on disposals	(582)	(87)	(669)
At 31 March 2015	2,947	96	3,043
Charge for the year	1,511	27	1,538
Eliminated on disposals	(611)	(57)	(668)
At 31 March 2016	3,847	66	3,913
Net book value			
At 31 March 2016	7,370	61	7,431
At 31 March 2015	5,464	67	5,531

The carrying amount of the Group's contract hire equipment and vehicles includes an amount of £6,942,107 (2015: £4,474,005) in respect of assets held under finance leases, on which depreciation charged in the period was £1,247,588 (2015: £783,660).

The leases for the assets held under finance leases are secured on the assets themselves.

### 15a. Property, plant and equipment - Company

	Motor	
	Vehicles	Total
COMPANY	£'000	£,000
Cost		
As at 31 March 2014	37	37
Additions	3	3
As at 31 March 2015	40	40
Additions	29	29
As at 31 March 2016	69	69
Accumulated depreciation		
At 31 March 2014	-	-
Charge for the year	12	12
At 31 March 2015	12	12
Charge for the year	12	12
As at 31 March 2016	24	24
Net book value		
At 31 March 2016	45	45
At 31 March 2015	28	28

### 16. Trade and other receivables

Trade and other receivables of the Group and Company comprise the following:

	Group 2016 £000	Company	Group	Company																			
		2016	2016	2016	2016	2016	2016	2016	2016	2016	2016	2016	2016	2016	2016	2016	2016	2016	2016	2016 2016	<b>2016 2016</b> 2015	2016 2016	2015
		£000	£000	£000																			
Trade receivables	2,138	-	3,042																				
Social security and other taxes	73	73	-	-																			
Other receivables	689	81	3,072	2,167																			
Prepayments and accrued income	2,443	-	1,800	-																			
	5,343	. 154	7,914	2,167																			

Trade receivables at the balance sheet date comprise amounts receivable from the sale of goods and services of £2,137,931 (2015: 3,041,933).

The fair value is included at the amount at which an instrument could be exchanged in a current transaction between willing parties, other than in a forced liquidation or sale. For trade and other receivables, fair value approximates the carrying value.

Impairments make adequate provision for the expected credit risk; concrete cases of default lead to the derecognition for the respective receivables.

No estimates or assumptions are applied in determining this fair value. Accrued income relates to commission income recognised on the placing of equipment orders.

#### 17. Borrowings

Tr. Bottowinge	Group	Company	Group	Company	
	•	2016	2016	2015	2015
	2000	£000	£000	£000	
Cash at bank and in hand	266	38	1,652	23	
Bank overdrafts	-	-	(971)	(971)	
Cash and cash equivalents	266	. 38	681	(948)	
The borrowings are repayable as follows:					
On demand or within one year	-	-	971	971	
In the second to fifth year	-	-	-	-	
After five years	-	-	-	<u> </u>	
	-	-	971	971	
			Sterling	Total	
Analysis of borrowings by currency:			5,000	000'3	
31 March 2016					
Bank overdrafts			-		
31 March 2015			-	•	
Bank overdrafts			971	971	
			Group and	Group and	
			Company	Company	
			2016	2015	
The weighted average interest rates paid were as follows:		·	%	%	
Bank overdrafts			3.5%	2.1%	
Bank loans			-	4.5%	

Bank loans are arranged at fixed rates, negotiated annually, thus exposing the group to limited cash flow interest rate risk. No loans were however held in 2016. The other principal features of the Group's borrowings are as follows:

#### 17. Borrowings (cont.)

Bank overdrafts are repayable on demand. The average effective interest rate on bank overdrafts approximates 3.5% (2015: 2.1%) per annum and are determined based on 3.0% plus the bank's base rate.

At 31 March 2016, the Group had available £500,000 (2015: £1,278,845) of undrawn committed borrowing facilities in respect of which all conditions precedent had been met.

At the balance sheet date, the Company had committed to a mortgage debenture, date 12 May 2009, over all of the Company's assets and a Composite Cross Guarantee, dated 12 May 2009, between Axis Fleet Management Limited and Axis Intermodal Limited. Further, there is a Specific Counter Indemnity, dated 3 November 2009, limited to £150,000.

### 18. Trade and other payables

Trade and other payables - current

	Group 2016	Company	Group	Company			
		2016	2016	2016	2016	2016	2015
	£000	£000	£000	£000			
Trade payables	2,629	21	2,439	79			
Social security and other taxes	43	-	687	37			
Other payables	209	185	973	48			
Accruals and deferred income	800	-	935	•			
	3,681	206	5,034	164			

#### 19. Deferred tax

Deferred tax is calculated in full on temporary differences under the liability method using a UK tax rate of 20% (2015: 20%).

#### **Deferred tax liability- Group and Company**

The provision for deferred taxation consists of the tax effect of timing differences in respect of excess taxation allowances over depreciation on property, plant and equipment.

Deferred tax losses available in the UK have been offset against the potential deferred tax liability arising on timing differences in respect of excess taxation allowances over depreciation on property, plant and equipment.

	2016	2015
	0003	000£
Potential deferred tax liability arising on timing differences	283	283
UK tax losses available	-	-
Deferred tax liability at 31 March 2016	283	283
Movement within Income Statement during the period	65	65
	348	348

#### 20. Obligations under finance leases - Group and Company

	Minimum lease payments		Present value of lease payments	
	2016	2015	2016	2015
Amounts payable under finance leases:	0003	£000	5000	£000
Within one year	1,964	1,459	1,657	1,238
In the second to fifth years	5,285	3,993	4,767	3,590
After five years	8	14	7	-
	7,257	5,466	6,431	4,828
Less: future finance charges	(826)	(638)	-	-
Present value of lease obligations	6,431	4,828	6,431	4,828
Less: Amount due for settlement within 12				
months (shown under current liabilities)	(1,657)	(1,238)	(1,657)	(1,238)
Amount due for settlement after 12 months	4,774	3,590	4,774	3,590

The Company had no obligations under finance leases at 31 March 2016 and 2015.

It is the Group's policy to lease certain of its assets under finance leases. The average lease term is 5 years.

For the year ended 31 March 2016, the average effective borrowing rate was 6.73% (2015: 7.3%). Interest rates are fixed at the contract date.

All leases are on a fixed repayment basis and no arrangements have been entered into for contingent rental payments.

All sub-leases are designed to match the term of the finance lease; therefore, future minimum sub lease payments are expected to be at a minimum the value of the group's future obligations under those leases.

Security is held on future rental receipts in the form of customer deposits.

The Group's obligations under finance leases are secured by the lessors' charges over the leased assets.

#### 21. Liabilities - amounts falling due after one year

	Group 2016	Company	Group	Company							
		2016	2016	2016	2016	2016	2016	2016	2016	2016	2015
	0003	0003	£000	£000							
Amounts owed to other Group companies	-	1,900		4,710							
22. Share capital - Group and Company											
			2016	2015							
•			£000	£0002							
Authorised:			<u> </u>								
80 million ordinary shares of 5p each			4,000	4,000							
Issued and fully paid:											
67,580,880 ordinary shares of 5p each			3,379	2,964							

During the year the company issued 8,300,000 Ordinary shares. Of these, 8,280,000 were issued at a par value of 5p per share and 20,000 shares were issued at a premium of 3p per share. Total consideration received was £415,600.

At 31 March 2016, all group shares were held within the Company, and 900,000 share options (2015: 7,250,000) were outstanding in favour of directors, and 1,050,000 (2015: 1,885,000) were outstanding in favour of employees which were issued at an average exercise price of 5.3p (2015: 5.2p) per share and exercisable at any time between August 2013 and September 2022 depending on the respective grant dates. See note 26 for further details.

All ordinary shares have equal rights.

### 23. Share premium - Group and Company

	Total
	0003
At 1 April 2015 and at 31 March 2016	1,091

#### 24. Contingent liabilities

There were no contingent liabilities at 31 March 2015 or 31 March 2016

#### 25. Operating lease arrangements

At 31 March 2016, the Company had no operating lease commitments, and the Group had outstanding commitments for future minimum lease payments under non-cancellable operating leases, which fall due as follows:

	2016	2015
	0003	£000
Within one year	20,837	16,805
In the second to fifth years inclusive	31,638	25,156
After five years	294	182
	52,769	42,143

Operating lease payments represent payments to funders for the use of assets purchased on Axis's behalf.

#### The company and group as lessor

The leases shown in the lease commitments detail above will have associated revenues that will come due as follows:

	77,188	59,346
After five years	492	304
In the second to fifth years inclusive	47,541	36,133
Within one year	29,155	22,909
	0003	000£
	2016	2015

The Company is not a lessor. However, the Group hires equipment to the supply chain management and logistics industry, on a contract hire basis (i.e., supply of equipment and its maintenance).

Contract hire and commission income earned during the year was £35.3 million (2015: £26.2 million).

It is the Group's policy to lease its assets held under operating leases. All leases are on a fixed repayment basis and no arrangements have been entered into for contingent rental payments.

All sub-leases are designed to match the term of the operating lease, therefore future minimum sub lease payments are expected to be at a minimum the value of the groups future obligations under those leases. Security is held over the lessees' charges in the form of deposits.

All lease obligations are denominated in sterling.

The fair value of the Group's lease obligations approximates their carrying amount.

The Group's obligations under operating leases are secured by the lessors' charges over the leased assets.

Disclosure of management of risks can be found in note 29.

#### 26. Share based payments

During the year, the Company and Group operated the Intermodal Resource Approved Option Scheme (with Unapproved Schedule) (the "Option Scheme"), to incentivise employees.

The Company and Group have applied the requirements of IFRS 2, Share-based Payment to all the options and warrants granted after November 2002 and which had not vested on 1 January 2006.

### 26. Share based payments (cont.)

#### **Option Scheme**

The Option Scheme provides for a grant price equal to the market value of the Company's shares on the date of grant, as agreed with HMRC Shares and Assets Valuation Division. The vesting period is three years from the date of the grant. If any of the options remain unexercised after a period of ten years from the date of grant, the options expire. Furthermore, options are forfeited if the employee leaves the Group before the options are exercised.

All options are equity settled.

	2016			15 tated
	e: Options	Options	Weighted average exercise price (in £)	
	- Options	(in £)		<u>( 2)</u>
Outstanding at 1 April	9,135,000	0.0518	9,215,000	0.0520
Exercised during the period	(6,770,000)	0.0501	-	-
Foreited during the period	(460,000)	0.0539	(80,000)	0.0725
Outstanding at 31 March	1,905,000	0.0532	9,135,000	0.0518

The options outstanding at 31 March 2016 had a weighted average remaining contractual life of 4.8 years (5.8 years in 2015).

The fair value of the options was calculated using the Black Scholes model. The inputs were as follows:

Date of grant	Estimated fair value	Share price	Exercise price	Expected volatility	Expected life	Risk free rate
18 August 2010	£0.0030	£0.0275	£0.0500	39.2442%	3 years	5.0100%
21 January 2011	£0.0040	£0.0275	£0.0500 ·	39.2442%	3 years	5.3900%
17 August 2011	£0.0438	£0.0800	£0.0500	40.0000%	4 years	5.0000%
13 September 2012	£0.0300	£0.0800	20.0800	40.0000%	4 years	4.2500%

Expected volatility was determined by calculating the standard deviation of daily continuously compounded returns of peer group companies' (listed on AIM and operating in the Transport and Plant and Equipment Leasing industries) share prices calculated back from the date of grant and adjusted, based on management's best estimate, for the effects of non-transferability, exercise expected life used in the model has restrictions, and behavioural considerations

No charge was recognised during the year in respect of equity settled share-based payment transactions.

In calculating the IFRS 2 charge, management has assumed no dividend yield at the date of grant for all options.

At the period end, all of the share options were exercisable at less than the share price. In the view of management, there is a possibility that some of these options will be exercised, but a percentage will lapse due to staff turnover.

Of options granted in earlier periods, 1,905,000 are exercisable now, Management estimates the lapse rate on these options to be 11 per cent.

### 27. Retirement benefit schemes Defined contribution schemes

The Company and Group contribute towards some employees' own pension schemes.

The total cost charged to the income statement of £20,929 (2015: £22,762) represents contributions payable to these schemes by the Group at rates specified in the rules of the plans. As at 31 March 2016, contributions of £nil (2015: £706) due in respect of the current reporting period had not been paid over to the schemes.

#### 28. Related party transactions

Transactions between the company and its subsidiaries, which are related parties, have been eliminated on consolidation and are not disclosed in this note.

On 27 August 2015, the company acquired Axis Intermodal Capital GmbH, a company incorporated in Germany and controlled by Stephen Ball and Robert Montague. On the same day the investment was sold to Axis Intermodal Deutschland GmbH. See note 10 for further information.

On 31 January 2016, the company disposed of it's investment in Axis Intermodal Deutschland GmbH. See note 11 for further information. The sale was made to a company incorporated in Germany that is controlled by the former management team of Axis Intermodal Deutschland GmbH. Bonus amounts totalling £156,193 were paid to the former management team of Axis Intermodal Deutschland GmbH upon completion of the sale.

At the year end the Group and the Company had a balance due of £nil (2015: £1,884,992) from Axis Intermodal Group Limited, a company incorporated in the British Virgin Islands which is owned and controlled by Stephen Ball and Robert Montague.

During the year, expenses totalling £78,979 (2015: £nil) were paid on behalf of the company by Sphere Holdings Limited, a company controlled by Stephen Ball and subsequently reimbursed. At the year end, a balance of £120,000 (2015: £nil) was owed to to Sphere Holdings Limited.

During the year, fees totalling £300,000 (2015: £nil) were paid to the director, Robert Montague, in respect of management services provided to the company. At 31 March 2016, amounts totalling £61,300 (2015: £nil) are owed to the company by Robert Montague.

### Remuneration of key management personnel

The remuneration of the directors, who are the key management personnel of the group, is set out below in aggregate for each of the categories specified in IAS 24 Related Party Disclosures.

	2016	2015
	0003	000£
Short-term employee benefits	885	566
Post-employment benefits	•	-
Share-based payment - charge	•	-
Short-term employee benefits	885	566

#### 29. Financial risk management

The Group's financial instruments comprise borrowings, cash and liquid resources, and various items such as trade receivables and trade creditors, that arise directly from its operations. The main purpose of these financial instruments is to raise finance for the Group's operations. The main risks arising from the group's financial instruments are interest rate risk, liquidity risk and foreign currency risk. The board reviews and agrees policies for managing each of these risks and they are summarised below.

#### Credit risk

Credit risk is the risk that the counterparty will fail to discharge their obligation.

The Group's principal financial assets are bank balances and cash and trade and other receivables, which represent the group's maximum exposure to credit risk in relation to financial assets. At 31 March 2016, cash and cash equivalents represented £266k (2015: £1,652k) and therefore do not constitute any credit risk.

The Group's credit risk is primarily attributable to its trade receivables. The average credit period taken on sales of goods is 22 days (2015: 22 days). This has been calculated by dividing total debtors by total sales and multiplying by 365. No interest is charged on the receivables. The amounts presented in the balance sheet are net of allowances for doubtful receivables, estimated by the Group's management based on prior experience and their assessment of the current economic environment. The directors consider that the carrying amount of trade and other receivables approximates their fair value.

#### Summary of financial assets

	2016		2015	
	Trade receivables £000's	Other receivables £000's	Trade receivables £000's	Other receivables £000's
Neither past due nor impaired	1,455	689	2,066	3,072
Past due but not impaired	683	-	976	-
Impaired	-	-	-	-
Gross	2,138	689	3,042	3,072

Summary of financial assets past due	2016		2015	
	Trade receivables £000's	Other receivables £000's	Trade receivables £000's	Other receivables £000's
Past due 31 to 60 days	45	-	98	-
Past due greater than 61 days	43	-	30	
Total	683	•	976	_
Fair value of collateral held	251		336	-

Assets which have been impaired relate to debts during the year which have been identified as irrecoverable. There are no amounts held as customer deposits relating to impaired assets (2015: £nil)

The credit risk on liquid funds is limited because the counterparties are banks with high credit-ratings assigned by international credit-rating agencies.

The Group has no significant concentration of credit risk, with exposure spread over a large number of counterparties and customers.

#### 29. Financial risk management (cont.)

The Group's short term cash and cash equivalents are deposited with a high credit rated commercial banks (typically credit rating of A+ or higher).

New customers are subject to an initial credit assessment using external credit reference agencies and trade references are confirmed. These credit limits are reviewed on an on going basis and subject to senior management oversight. In the majority of cases, a deposit of one months' rental is held. At the period end the fair value of this was £250,617 (2015: £326,857). The payment position of past due trade receivables is monitored daily and actively managed.

The debtor profile at the period end relates to limited companies, and therefore are not a high credit risk.

#### Liquidity risk

As regards liquidity, the Group's policy has been that, to ensure continuity of funding, the company will have little or no borrowings and any borrowings will be scheduled for repayment over several years.

At 31 March 2016, the Group had no borrowings. Short term flexibility is achieved by overdraft facilities.

The Group guarantees a sufficient liquidity at all times by efficient cash management, and by engaging only with credit-worthy customers.

The Group does not engage in speculative activity, and avoids using complex financial instruments.

Exposure to banks and other credit institutions must meet high credit ratings as assessment by international credit-rating agencies.

### Floating rate financial liabilities

Sterling denominated borrowings bear interest at rates related to the sterling base rate. The Euro denominated borrowings bear interest at rates related to the Euro base rate.

#### Fixed rate financial liabilities

The fixed rate financial liabilities amount to £6,431,214 (2015: £4,828,384) with an average interest rate of 6.73% (2015: 7.20%.) with a weighted average repayment term of 33 months (2015: 33 months).

#### Interest rate risk

The Group's policy on interest rate risk management requires that the amount of net borrowings at fixed rates increases with the ratio of forecast net interest payable to trading profit.

This policy is consistent with prior periods.

The Group finances its operations through a mixture of equity capital and borrowings and borrows in the desired currencies at both fixed and floating rates of interest.

### 29. Financial risk management (cont.)

By splitting the balance sheet information between floating and fixed rate financial instruments (including debtors and creditors) and by currency, the quantitative requirements should be met.

Interest rate risk profile of financial assets and financial liabilities at 31 March 2016:

	No rate applied	Floating rate	Fixed rate	Total
Financial assets	0003	0003	0003	2000
Sterling	15,034	-	-	15,034
Euro	-	-	-	-
USD	-	` -	-	-
	15,034	-	-	15,034
•	No rate applied	Floating rate	Fixed rate	Total
Financial liabilities	0003	0003	0003	£000
Sterling	4,280		6,431	10,711
Euro	-	•	-	-
USD	<u>-</u>	-	•	-
	4,280	-	6,431	10,711

•	No rate applied	Floating rate	Fixed rate	Total
Financial assets	000£	£000	0003	£000
Sterling	15,405	1,073	-	16,478
Euro	· 1,560	577	-	2,137
USD	-	-	-	-
	16,965	1,650	-	18,615

	No rate applied	Floating rate	Fixed rate	Total
Financial liabilities	2000	0003	0003	2000
Sterling	3,306	971	4,828	9,105
Euro	2,438	-	-	2,438
USD	<u>-</u>	-		
	5,744	971	4,828	11,543

### 29. Financial risk management (cont.)

### Foreign currency risk

Foreign currency transaction exposure is not hedged.

The Company and Group's policies are to match local currency income with local currency costs.

Intra-group trading transactions are matched centrally, and intra-group payment terms are managed to reduce risk. The Company and Group seek to denominate borrowings in currencies of its principal assets and cash flows. These are Sterling and Euros.

This policy is consistent with prior periods.

#### **Analysis of financial instruments**

Financial assets of the group consist of loans and receivables.

All financial liabilities held are at amortised cost.

Financial instruments held by the Group and their fair value at 31 March 2016 were as follows:

			Book and
	Sterling	Euro	fair value
Financial assets	£000	2000	2000
Short term debtors	5,343	•	5,343
Cash at bank and in hand	266	-	266
Non financial assets	9,691	•	9,691
	15,300	-	15,300
Financial liabilities			
Short term creditors	3,681	-	3,681
Bank loans and overdrafts	-	-	-
Corporation tax	181	-	181
Obligations under finance leases	6,431	-	6,431
Non financial liabilities	599	-	599
	10,892	-	10,892

Financial instruments held by the Group and their fair value at 31 March 2015 were as follows:

			Book and
	Sterling	Euro	fair value
Financial assets	£000	£000	£000
Short term debtors	6,366	1,548	7,914
Cash at bank and in hand	1,073	578	1,651
Non financial assets	9,039	12	9,051
·	16,478	2,138	18,616
Financial liabilities			
Short term creditors	2,595	1,865	4,460
Bank loans and overdrafts	971	-	971
Obligations under finance leases	4,464	364	4,828
Non financial liabilities	711	573	1,284
	8,741	2,802	11,534

#### 29. Financial risk management (cont.)

There is no material difference between book values and fair values calculated by discounting cash flows at prevailing interest rates.

#### Sensitivity analysis

Exchange rates applied as at 31 March 2016	EUR
1 Pound Sterling :	1.2710
Exchange rates applied as at 31 March 2015	EUR
1 Pound Sterling :	1.3740
Market movements over the year to 31 March 2016	
Market high	1.4406
Market low	1.2622
Market average	1.3681

The directors do not consider any of the potential exposures, as disclosed above to have a significant effect on the Group.

#### 30. Capital management

The Groups' objectives when managing capital are to safeguard the group's ability to continue as a going concern in order to provide returns for shareholders and benefits for other stakeholders and to maintain an optimal capital structure to reduce the cost of capital.

In order to maintain or adjust the capital structure, the group may adjust the amount of dividends paid to shareholders, return capital to shareholders, issue new shares or sell assets to reduce debt.

Consistent with others in the industry, the group monitors capital on the basis of the gearing ratio. This ratio is calculated as net debt divided by total capital. Net debt is calculated as total borrowings (including 'borrowing' and 'trade and other payables' as shown in the consolidated balance sheet) less cash and cash equivalents. Total capital is calculated as 'equity' as shown in the consolidated balance sheet plus net debt.

### 30. Capital management (cont.)

	2016	2015
Table of managed equity	0003	£000
Total borrowings	6,431	5,799
Less: cash and cash equivalents (note 17)	(266)	(1,652)
Net debt	6,165	4,147
Total equity	4,408	7,082
Total capital	10,573	11,229
Gearing ratio	58.31%	36.93%

For a reconciliation of movements in equity see the Consolidated Statement of Changes in Equity.

### 31. Controlling party

The Company is under the control of its directors by virtue of their direct and indirect shareholding.