ABSTRACT LEGAL HOLDINGS LIMITED

DIRECTORS' REPORT AND FINANCIAL STATEMENTS

FOR THE PERIOD ENDED 31 DECEMBER 2012

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# COMPANY INFORMATION

Directors

D Werth

L Beck

R S Terry (Appointed 8 April 2013) L Moorse (Appointed 8 April 2013)

Company number

05107527

Registered office

Quindell Court Barnes Wallis Road

Fareham Hampshire PO15 5UA

**Business address** 

Accident Advice House

Merrion Avenue

Stanmore Middlesex HA7 4RP

**Bankers** 

HSBC Bank plc 90 Baker Street

London W1V 6AX

**Auditors** 

UHY Hacker Young

Quadrant House

4 Thomas More Square

London EIW IYW

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## DIRECTORS' REPORT FOR THE PERIOD ENDED 31 DECEMBER 2012

The directors present their report and the financial statements for the period ended 31 December 2012.

#### **Principal activities**

Abstract Legal Holdings Limited ("ALH") is the holding company of a group of companies whose principal activity is the assistance of individuals with personal injury claims. All customer contacts are handled by the Group's client management call centre. The Group does not, and has never generated business through door-to-door canvassing or cold calling and has no commission based sales force approaching potential claimants.

During the period the Accounting Reference Period was changed to 31 December, thus shortening the current period to 7 months.

#### Review of the Business and financial review

The group's target market remains individuals who have suffered a no-fault personal injury.

During 2012, the Group agreed to be acquired by Quindell Plc, a company listed on AIM, and the UK's largest technology enabled claims outsourcer in the UK. Quindell is the only UK outsource organisation ethically addressing the total cost of claims including personal injury and rehabilitation, and manages some element of between 25 and 30% of UK auto claims. Prior to the acquisition by Quindell, which was subject to regulatory approval, the Group also entered into a partnering agreement with the Quindell group.

Having obtained the necessary regulatory approvals, the Quindell group acquired the Abstract Legal Holdings group of companies on 8 April 2013. Becoming part of the Quindell group has enabled the Group to maintain and increase its share of the market, taking advantage of the regulatory and legislative changes that have been introduced during 2013, and has also enabled the Group, as part of the Quindell group, to provide its customers with an end to end solution that as well as managing their claim for personal injury, includes treating the injured party, repairing their vehicle and providing a replacement vehicle.

The Group reported an increase in revenue in the period from £19,310,755 (12 months) to £24,230,480 (7 months). The profit and loss result after tax was a loss for the period of £3,488 (year to 31 May 2012: profit of £3,633,363). These include the impact on revenues and profits to the Group of the partnering agreement.

## Principal risks and uncertainties

The Group is exposed to a number of risks and uncertainties which could have a material impact in its long term performance. The Directors have identified those which they regard as being principal risks and these are set out below.

## Regulatory change

The pricing of products and services, the activities of major industry organisations, and the Group's ability to operate and contract in the manner that it has done so in the past or expects to do so in the future, may be affected by the actions of regulatory bodies primarily in the UK. Such action could affect the Group's profitability either directly or indirectly. The Group, as part of the wider Quindell group, continually monitors and assesses the likelihood, potential impact and opportunity provided by regulatory change, and adapts its plans and activities accordingly.

The success of the group depends to a large extent upon its current management team and its ability to recruit and retain high calibre individuals at all relevant levels within the organisation. The Group will continue to seek to mitigate the resource risk by investing in and developing staff training programmes, competitive reward and compensation packages, incentive schemes and succession planning.

#### DIRECTORS' REPORT FOR THE PERIOD ENDED 31 DECEMBER 2012

#### Regulatory and reputational risks

The Group operates in a regulated market. As a data controller and a business that provides services on behalf of its customers to consumers and individuals, the Group is also subject to risks related to matters such as data processing and security, data and service integrity. In the event of a breach, these risks may give rise to reputational, financial or other sanctions. The Group considers these risks seriously and designs, maintains and reviews its policies and processes so as to mitigate or avoid these risks.

#### Market conditions

The Group faces competition from other organisations. The Group's strategy is to offer a range of tailored or specialist products and services and to be dominant in the markets it operates in.

#### Dividends

The directors do not recommend the payment of a dividend for the period under review.

#### **Directors**

The following directors have held office since 1 June 2012:

D Werth

L Beck

D Scott Rees (resigned 8 April 2013)

RS Terry (appointed 8 April 2013)

L Moorse (appointed 8 April 2013)

#### Charitable donations

During the year the company made charitable donations of £4,050 (2012: £6,760) which were to various charitable organisations within the UK.

#### Going concern

At the balance sheet date, the Group had cash of £822,670. The acquisition by Quindell Plc of the Abstract Legal Holdings group of companies has significantly strengthened the financial position of the company. The Group has access to significant banking facilities as provided by the new enlarged group to fund its growth. No material uncertainties related to events or conditions that may cast significant doubt about the ability of the company to continue as a going concern have been identified by the Directors. Thus they continue to adopt the going concern basis of accounting in preparing the financial statements.

#### **Subsequent events**

During 2012, an agreement was signed agreement which led to Quindell Plc acquiring the Abstract Legal Holdings group of companies on 8 April 2013.

At this point, due to regulatory factors that required certain activities of the Group to be performed within an entity regulated by the Solicitors Regulation Authority, some of the trade and assets of the Group were transferred to Quindell Legal Services Limited, another Quindell group company.

On behalf of the board

Laurence Director

23 May 2014



#### INDEPENDENT AUDITORS' REPORT

#### TO THE SHAREHOLDERS OF ABSTRACT LEGAL HOLDINGS LIMITED

We have audited the financial statements of Abstract Legal Holdings Limited for the period ended 31 December 2012 set out on pages 7 to 22. The financial reporting framework that has been applied in their preparation is applicable law and United Kingdom Accounting Standards (United Kingdom Generally Accepted Accounting Practice).

This report is made solely to the company's members, as a body, in accordance with Chapter 3 of Part 16 of the Companies Act 2006. Our audit work has been undertaken so that we might state to the company's members those matters we are required to state to them in an auditor's report and for no other purpose. To the fullest extent permitted by law, we do not accept or assume responsibility to anyone other than the company and the company's members as a body, for our audit work, for this report, or for the opinions we have formed.

#### Respective responsibilities of directors and auditors

As explained more fully in the Directors' Responsibilities Statement set out on page 3, the directors are responsible for the preparation of the financial statements and for being satisfied that they give a true and fair view. Our responsibility is to audit 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 APB's web-site at www.frc.org.uk/apb/scope/private.cfm.

#### Opinion on financial statements

In our opinion the financial statements:

- give a true and fair view of the state of the group's and the parent company's affairs as at 31 December 2012 and of the group's 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.

#### Opinion on other matter prescribed by the Companies Act 2006.

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



# INDEPENDENT AUDITORS' REPORT (CONTINUED)

#### TO THE SHAREHOLDERS OF ABSTRACT LEGAL HOLDINGS LIMITED

## Matters on which we are required to report by exception

We have nothing to report in respect of the following matters where the Companies Act 2006 requires us to report to you if, in our opinion:

- adequate accounting records have not been kept 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
- we have not received all the information and explanations we require for our audit.

Derek Levy (Senior statutory auditor) for and on behalf of UHY Hacker Young,

**Chartered Accountants Statutory Auditor** 

23 May 2014

# CONSOLIDATED PROFIT AND LOSS ACCOUNT FOR THE PERIOD ENDED 31 DECEMBER 2012

	Notes	Period ended 31 December 2012 £	Year ended 31 May 2012 £
Turnover	2	24,230,480	19,310,755
Cost of sales		(4,025,078)	(5,986,388)
Gross profit		20,205,402	13,324,367
Administrative expenses Other operating income		(30,253,325) 10,047,383	(8,296,823) 40,413
Operating (loss)/profit	3	(540)	5,067,957
Interest receivable	4	10,792	28,157
Interest payable and similar charges	5	(10,252)	(112,709)
Profit on ordinary activities before taxation		-	4,983,405
Tax on profit on ordinary activities	6	(3,488)	(1,350,042)
Loss for the year	15	(3,488)	3,633,363

The group's operations remain unchanged; no operations were disposed of or acquired.

There are no recognised gains or losses other than those passing through the profit and loss account.

# CONSOLIDATED BALANCE SHEET AS AT 31 DECEMBER 2012

	Notes	31 Dec £	ember 2012 £	£	31 May 2012 £
Fixed assets Tangible assets	10		72,260		38,267
Current assets Debtors Cash at bank and in hand	11	7,817,682 822,672		2,696,143 5,095,204	
Creditors: amounts falling due within one year	12	8,640,355 (4,014,896)		7,791,347	
Net current assets/(liabilities)			4,625,459		4,658,928
Total assets less current assets/(liabili	ties)		4,697,719 ======		4,697,195 ======
Capital and reserves Called up share capital	13		66,512		62,500
Profit and loss account	14		4,631,207		4,634,695
Shareholders' funds – equity interests	s 15		4,697,719		4,697,195 ======

These financial statements were approved by the Board and authorised for issue on 23 May 2014.

Darren Werth

Director

Laurence Beck

Director

Company Registration No. 05107527

# COMPANY BALANCE SHEET AS AT 31 December 2012

		31 Dece	ember 2012		31 May 2012
	Notes	£	£	£	£
Fixed assets Investments	10		6		6
Current assets Debtors Cash at bank and in hand	11	1,907,239 949		1,902,287	
		1,908,188		1,903,277	
Creditors: amounts falling due within one year	12	(1,825,408)		(1,824,509)	
Net current assets			82,780		78,768
Total assets less current liabilities			82,786 ======		78,774 ======
Capital and reserves Called up share capital	13		66,512		62,500
Profit and loss account	14		16,274		16,274
Shareholders' funds – equity interes	ts 15		82,786 ======	,	78,774 ======

These financial statements were approved by the Board and authorised for issue on 23 May 2014.

Darren Werth

Director

Laurence Beck **Director** 

Company Registration No. 05107527

# CONSOLIDATED CASH FLOW STATEMENT FOR THE PERIOD ENDED 31 DECEMBER 2013

	Notes	31 Dec	cember 2012 £	£	31 May 2012 £
Net cash inflow from operating activities	15		(3,168,918)		4,882,658
Returns on investments and servicing of finance Interest received		10,792		28,157 99	
Other interest paid Bank interest paid		(10,252)		(112,808)	
Net cash outflow from returns on investments and servicing of finance	e		540		(84,552)
Taxation Corporation tax paid			(1,056,707)		(1,079,546)
Capital expenditure Payments to acquire tangible fixed ass	sets	51,549		28,110	
Net cash outflow for capital expend	iture		(51,459)		(28,110)
Equity dividends paid			-		
Net cash (outflow)/inflow before final	ncing		(4,276,544)		3,690,450
Financing Repayment of other short term loans Issue of ordinary share capital			4,012		(1,125,000)
Increase in cash in the year		17	(4,272,532) =======		2,565,450 ======

# NOTES TO THE FINANCIAL STATEMENTS FOR THE PERIOD ENDED 31 DECEMBER 2012

## 1. Accounting policies

#### 1.1 Accounting convention

The financial statements are prepared under the historical cost convention.

## 1.2 Compliance with accounting standards

The financial statements are prepared in accordance with applicable United Kingdom Accounting Standards (United Kingdom Generally Accepted Accounting Practice), which have been applied consistently (except as otherwise stated).

#### 1.3 Turnover

Turnover is measured at fair value of the consideration received and represents amounts receivables for services provided in the ordinary course of business, net of discounts and sales taxes.

#### 1.4 Basis of consolidation

The consolidated financial statements incorporate the financial statements of the company and its subsidiary undertakings drawn up to 31 December 2012 by the acquisition method of accounting. Intra-group transactions and results are eliminated on consolidation.

# 1.5 Tangible fixed assets

Tangible fixed assets other than freehold land are stated at cost or valuation less depreciation. Depreciation is provided at rates calculated to write off the cost or valuation less estimated residual value of each asset over its expected useful life, as follows:

Computer equipment Fixtures and fittings

33% straight line

33% straight line

## 1.6 Leasing

Assets obtained under hire purchase contracts and finance leases are capitalised as tangible assets and depreciated over the shorter of the lease term and their useful lives. Obligations under such agreements are included in creditors net of the finance charge allocated to future periods. The finance element of the rental payment is charged to the profit and loss account so as to produce a constant periodic rate of charge on the net obligation outstanding in each period.

Rentals payable under operating leases are charged against income on a straight line basis over the lease term.

#### 1.7 Investments

Fixed asset investments are stated at cost less provision for impairment in value.

#### 1.8 Deferred taxation

Deferred tax is provided in full in respect of taxation deferred by timing differences between the treatment of certain items for taxation and accounting purposes. The deferred tax balance has not been discounted.

#### 1.9 Goodwill

Acquired goodwill is written off over its estimated useful economic life of one year.

# NOTES TO THE FINANCIAL STATEMENTS FOR THE PERIOD ENDED 31 DECEMBER 2012

6.	Taxation Period	Period ended 31 December 2012 £	Year ended 31 May 2012 £
	UK current year tax	13,894	1,347,964
	UK prior year tax	(10,406)	2,078
	UK corporation tax charge	3,488	1,350,042
	Factors affecting the tax charge for the year		
	Profit on ordinary activities before taxation	-	4,983,405
	Profit on ordinary activities before taxation multiplied by standard rate of UK corporation tax of 24% (2012: 26%)	<u>-</u>	1,295,685
	Effects of:		
	Depreciation	4,192	5,601
	Expenses not deductible for tax	16,015	56,266
	Capital allowances	(5,932)	(8,659)
	Prior year tax charge	(10,406)	2,078
	Other tax adjustments	(323)	(929)
		3,488	54,357
	Current tax charge	3,488	1,350,042

# 7. Profit and loss account of parent company

As permitted by Section 408 of the Companies Act 2006, the profit and loss account of the parent company is not presented as part of these accounts. The parent company's profit on ordinary activities after taxation for the financial year amounted to £Nil (2012: £Nil).

# NOTES TO THE FINANCIAL STATEMENTS FOR THE PERIOD ENDED 31 DECEMBER 2012

# 2. Turnover

The total turnover of the group for the period has been derived from its principal activity wholly undertaken in the United Kingdom.

3.	Operating profit/(loss)	Period ended 31 December 2012 £	Year ended 31 May 2012 £
	Operating profit/(loss) is stated after charging; Depreciation of tangible fixed assets Charges and fees paid to Quindell Plc (No Rentals under operating leases - land and buildings - plant and machine Auditors' remuneration Audit fees		21,543 365,711 76,525 42,000
	and after crediting:	ote 22) (10,047,383) =======	
4.	Other interest receivable and similar income	Period ended 31 December 2012 £	Year ended 31 May 2012 £
	Bank interest	10,792 ======	2 <b>8</b> ,157
5.	Interest payable and similar charges	Period ended 31 December 2012 £	Year ended 31 May 2012 £
	Bank loans and overdrafts Other loan interest	10,252	(99) 112,808
		10,252 ======	112,709 =======

# NOTES TO THE FINANCIAL STATEMENTS FOR THE PERIOD ENDED 31 DECEMBER 2012

8.	Goodwill			
	Group			Total £
	Cost As at 1 June 2012 and 31 December 2012			299,998
	Amortisation As at 1 June 2012 and 31 December 2012			299,998
	Net book value As at 31 May 2012 and 31 December 2012			-
9.	Tangible fixed assets	Computer equipment	Fixtures and fittings	Total
	Group	£	£	£
	Cost At 1 June 2012 Additions	213,348 47,431	75,937 4,028	289,285 51,459
	At 31 December 2012	260,779	79,965	340,744
	Depreciation At 1 June 2012 Charge for the period	175,081 17,130	75,937 336	251,018 17,466
	At 31 December 2012	192,211	76,273	268,484
	Net book value At 31 December 2012	68,568	3,692	72,260
	At 31 December 2012	38,267	-	38,267 ======

# NOTES TO THE FINANCIAL STATEMENTS FOR THE PERIOD ENDED 31 DECEMBER 2012

## 10. Fixed asset investments

Company	Shares in subsidiaries £
Cost At 1 June 2012 Additions Disposal	6 -
At 31 December 2012	6
Impairment At 1 June 2012 Disposal	- -
At 31 December 2012	
Net book value At 31 December 2012	6
At 31 May 2012	6

The following subsidiaries are wholly owned, are registered in England and the class of shares held in each case are ordinary shares:

# Company

# Principal activities

Access to Compensation Limited Accident Advice Helpline Direct Limited Accident Advice Helpline Limited Cab Claims Limited Claim 4 Limited Legal Facilities Management & Services Limited*** Liberty Protect Limited Claim 103 Limited* Accident Advice Insurance Management Group Limited* Sentinel Alliance Limited** Accident Advice (IA) Limited** Fast Track PPI Limited***	Advertising and marketing services Assisting individuals with personal injury claims Intermediate holding company Dormant Dormant Assisting individuals with personal injury claims Assisting individuals with personal injury claims Dormant Intermediate holding company Services for the group Dormant Dormant
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- \* Shares held by Accident Advice Helpline Limited
- \*\* Shares held by Accident Advice Insurance Management Group Limited
- \*\*\* Shares held by Accident Advice Helpline Direct Limited

# NOTES TO THE FINANCIAL STATEMENTS FOR THE PERIOD ENDED 31 DECEMBER 2012

11.	Debtors	Group 31 December 2012 £	Company 31 December 2012 £	Group 31 May 2012 £	Company 31 May 2012 £
	Trade debtors Amounts owed by subsidiary undertaking Other debtors Prepayments and accrued income	3.691,677 3,689,427	1,874,999	<del></del>	1,874,999 27,288
12.	Creditors: amounts falling due within one year 3	7,817,682 ————— Group 31 December 2012 £	1,907,239 =====  Company 31 December 2012 £	Group 31 May 2012	1,902,287 ======  Company 31 May 2012 £
	Trade creditors Amounts owed to group companies Taxes and social security Other creditors Corporation tax payable Accruals and deferred income Bank overdraft	512,367 2,511,800 244,917 256,438 8,799 480,575	3,000 1,822,008 - - 400 - - 1,825,408	565,829  1,056,705     85,396     790,739     633,750   3,132,419	1,823,974 - - 535 - 1,824,509 ======
13.	Share capital  Group and company		31	December 2012	31 May 2012
	Authorised 100,000 Ordinary shares of £1 each			100,000	100,000
	Group and company  Called up, allotted and fully paid 66,512 Ordinary shares of £1 each		31	December 2012 £	31 May 2012 £ 62,500

# NOTES TO THE FINANCIAL STATEMENTS FOR THE PERIOD ENDED 31 DECEMBER 2012

14.	Statement of movements on reserves	Profit and loss £
	Group	r
	As at 1 June 2012	4,634,695
	Loss for the year	(3,488)
	Dividends paid	-
	Balance at 31 December 2012	4,631,207
		Profit and loss £
	Company	<b>~</b>
	As at 1 June 2012	16,274
	Profit for the year	-
	Dividends paid	-
	Balance at 31 December 2012	16,274

# NOTES TO THE FINANCIAL STATEMENTS FOR THE PERIOD ENDED 31 DECEMBER 2012

# 15. Reconciliation of movements in shareholders' funds

31 December 2012 £	31 May 2012 £
(3,488)	3,633,363
4,012	
524 4,697,195	3,633,363 1,063,832
4,697,719	4,697,195
31 December 2012 £	31 May 2012 £
	-
4,012	- - -
4,012 	78,774
	2012 £ (3,488) 4,012  524 4,697,195  4,697,719 ====================================

# 16. Reconciliation of operating profit to net cash outflow from operating activities

	31 December 2012	31 May 2012
	£	£
Operating (loss)/profit	(540)	5,067,957
Depreciation	17,466	21,543
Increase in debtors	(13,724,373)	(412,444)
Increase in creditors within one year	10,538,529	205,602
	<del></del>	<del></del>
Net cash inflow from operating activities	(3,168,918)	4,882,658
	=======	=======

# NOTES TO THE FINANCIAL STATEMENTS FOR THE PERIOD ENDED 31 DECEMBER 2012

18.

17.	Reconciliation of	i net cash	flow to	movement i	n net funds

		31 December 2012 £	31 May 2012 £
Decrease in cash in period  Cash outflow from proceeds of issue of sh	nares	(4,276,544) 4,012	2,565,450 1,125,000
Change in net debt resulting from cash flo Opening net funds	ows	(4,272,532) 5,095,204	3,690,450 1,404,754
Closing net funds	·	822,672	5,095,204
Analysis of net funds			
	At 1 June 2012 £	Cash flow	At 31 December 2013 £
Net cash: Cash at bank and in hand	1 June 2012		31 December 2013
	1 June 2012 £	£	31 December 2013 £

# NOTES TO THE FINANCIAL STATEMENTS FOR THE PERIOD ENDED 31 DCECMBER 2012

# 19. Financial commitments

# Capital commitments

There were no capital commitments at the end of the period.

## Lease commitments

As at 31 December 2012, the group had annual commitments under non-cancellable operating leases as follows:

	Expiry date	Land and Buildings 31 December 2012 £	Land and Buildings 31 May 2012 £	Other 31 December 2012 £	Other 31 May 2012 £
	Within one year	-	-	62,622	62,622
	Within two to five years	-	-	12,591	12,591
	Over five years	228,982	228,982	-	- 
		228,982 ======	228,982	75,213 =======	75,213 =======
20.	Directors' emoluments			Period ended 31 December 2012	Year ended 31 May 2012 £
	Emoluments for qualifying services	s		292,833	633,000
	Emoluments disclosed above inclupaid to the highest paid director:	de the following	amount	125,417	270,000

## NOTES TO THE FINANCIAL STATEMENTS FOR THE PERIOD ENDED 31 DCECMBER 2012

# 21. Employees

## Number of employees

The average monthly number of employees (including directors) during the period was:

	Period ended 31 December 2012 Number	Year ended 31 May 2012 Number
Sales and administration	201 =======	169
Employment costs	£	£
Wages and salaries Social security costs	3,639,091 356,607	5,156,564 521,896
	3,995,698 =======	5,678,460 ======

## 22. Related party transactions

The group had the following related party transactions during the year:

The group paid rent and service charges of £203,984 (May 2012: £346,925) to AAG (HQ) Limited. B A Beck and L Beck are directors of AAG (HQ) Limited and shareholders in AAG (HQ) Limited's parent company.

The group paid rent and service charges of £108,821 (May 2012: £Nil) to APG Management Limited. B A Beck and L Beck are directors of AAG (HQ) Limited and shareholders in APG Management Limited's parent company.

The group paid consultancy fees of £128,563 (May 2012: £239,796) to Marson Management Services Limited. B A Beck is a director and shareholder of Marson Management Services Limited.

B A Beck is a substantial shareholder of Abstract Legal Holdings Limited.

During 2012, the Group entered into an acquisition agreement enabling Quindell Plc to acquire the Group. The Group also entered into a partnering agreement with Quindell Plc, whereby Quindell Plc became the exclusive provider of all legal services to Accident Advice Helpline Direct Limited (AAHD), a subsidiary company of Abstract Legal Holdings Limited.

In December 2012, Quindell Plc paid a non-refundable deposit towards the acquisition, with the acquisition being completed in April 2013. Under the partnering agreement, which operated for a period of 7 months, the Group recorded income of £10.0 million (May 2012: £nil) and costs of £24.4 million (May 2012: £nil) to Quindell Plc.

# NOTES TO THE FINANCIAL STATEMENTS FOR THE PERIOD ENDED 31 DCECMBER 2012

## 23. Control

The ultimate controlling party is Quindell Plc.

# 24. Post balance sheets events

On 30 November 2012 the shareholders of the company signed an agreement whereby, on 9 April 2013, the ultimate controlling party became Quindell Plc.