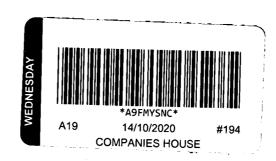
Optivo Development Services Limited Financial Statements for the year ended 31 March 2020

Company number 05248824



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Directors, officers, advisors and bankers

Directors S A Smith

K Kyriacou

R W Beard (Appointed 1 August 2019) J K Robinson (Resigned 31 July 2019)

Secretary A Wignall

Registered office Grosvenor House

125 High Street

Croydon CR0 9XP

Auditor BDO LLP

2 City Place Gatwick RH6 0PA

Principal solicitor Devonshires
Salisbury House

London Wall

London EC2M 5QY

Principal banker Lloyds Banking Group plc

25 Gresham Street London EC2V 7HN

Registration Private company

Limited by shares Number 05248824

Incorporated in England and Wales

Directors' Report

The Directors submit their annual report together with the financial statements of the Company for the year ended 31 March 2020.

Directors and their interests

The Directors who served during the year are as set out on page 2. None of the Directors held a beneficial interest in shares of the Company as at 31 March 2020.

Dividends

No dividends were recommended by the Directors during the current or prior year.

Principal activities

The principal purpose of the Company is the provision of design and build services for Optivo. The Company plays an important part in the delivery of the overall Group development strategy.

Review of business

The Company is a subsidiary of Optivo. It continues to provide a design and build services for Optivo to achieve tax optimisation for the Group. The Directors intend these will continue to be the Company's principal activities for the foreseeable future.

The results for the year are disclosed in the statement of comprehensive income on page 10. The profit after tax for the year was £363,000 (2019: £779,000).

Effects of material estimates and judgements on performance

Preparation of the financial statements requires management to make significant judgements and estimates. The items in the financial statements where judgements and estimates have been made are shown in note 1 of the accounts.

Statement of Directors' Responsibilities

The Directors are responsible for preparing the Directors' report and the financial statements in accordance with applicable law and regulations.

Company law requires the directors to prepare financial statements for each financial year. Under that law the directors have elected to prepare the financial statements in accordance with United Kingdom Generally Accepted Accounting Practice (United Kingdom Accounting Standards and applicable law). Under company law the directors must not approve the financial statements unless they are satisfied that they give a true and fair view of the state of affairs of the company and of the profit or loss of the company for that period.

In preparing these financial statements, the Directors are required to:

- select suitable accounting policies and then apply them consistently;
- make judgements and accounting estimates that are reasonable and prudent;
- state whether applicable UK Accounting Standards have been followed; and
- prepare the financial statements on the going concern basis unless it is inappropriate to presume that the company will continue in business.

Directors' Report (continued)

The Directors are responsible for keeping adequate accounting records that are sufficient to show and explain the company's transactions and disclose with reasonable accuracy at any time the financial position of the company and enable them to ensure that the financial statements comply with the Companies Act 2006. They are also responsible for safeguarding the assets of the company and hence for taking reasonable steps for the prevention and detection of fraud and other irregularities.

Disclosure of information to auditors

Each Director of the Company has confirmed in fulfilling their duties as a Director:

- they have taken all the necessary steps in order to make themselves aware of any information relevant to the audit and to establish that the auditors are aware of that information;
- so far as they are aware, there is no relevant audit information of which the auditors have not been made aware.

Auditors

A resolution to appoint BDO LLP as the auditors will be proposed at Optivo's Annual General Meeting on 16 September 2020.

Going concern

After reviewing the Company's budget for 2020/21 and cash forecasts for the next 12 months from the date the financial statement are approved, the Directors have a reasonable expectation the Company has adequate resources to continue in operational existence for the foreseeable future. For this reason they continue to adopt the going concern basis in preparing the Company's financial statements.

In making this assessment the Directors have made an assessment of the potential impact of the Covid-19 pandemic on the cashflows of the company over the next 12 months from the date the financial statement are approved. The Directors have considered the impact of additional downside scenarios with potential falling house prices.

In making their assessment the Directors have also considered the potential mitigations available to manage the potential impact on its cashflows and liquidity. The potential mitigation for the company include changes to development programme, changes in tenure types as well as additional funding if required.

The Directors have concluded that whilst the potential impact of the Covid-19 pandemic presents current uncertainty, having assessed our plans, liquidity levels and mitigating actions available there is reasonable expectation that the Company has adequate resources to continue in operational existence for the next 12 months from the date the financial statement are approved. For these reasons, they continue to adopt a going concern basis for the preparation of the Financial Statements. Accordingly, these financial statements do not include any adjustments to the carrying amount or classification of assets and liabilities that would result if the Company was unable to continue as a going concern.

Approval

The Directors' Report was approved by the Board on 17 July 2020 and signed on its behalf by:

3-1

R Beard

Director

Strategic Report

Business Review

The Company continued to provide design and build services to Optivo and other entities in the Optivo Group, playing a vital role in delivery of the Group's development strategy.

Design and build turnover was to £13.9m (2019: £18.3m), driven by the Optivo Group's development activity. Gross profit margin on design and build turnover was 2.5% (2019: 3.2%).

The Company made no outright sales in 2020 (2019: Nil) and holds no stock for outright sale. Properties are only being constructed for sale to Optivo Group entities.

At 31 March 2020 the Company holds properties under construction valued at £80.6m, across six developments that are pre-Golden Brick stage. Their construction is funded by deposits from Optivo and other Optivo Group entities. When Golden Brick stage is reached the work in progress (WIP) will be sold to the funding entity and construction will continue under design and build agreements.

Principal risks and uncertainties

The principal risks to the Company are decrease in house prices, fall in demand or an increase in construction costs mainly because of Covid-19 as mentioned on Page 4. The housing market risk is mitigated by the option to switch tenure away from outright sale. Optivo Group's financial forecasts show that switching current and future outright sale developments to social tenures would not affect covenant compliance.

The Company plays a vital role in delivery of Optivo Group's Value for Money agenda and has comprehensive procurement processes in place to control construction costs. Using Optivo Development Services for all development activity allows the Group to benefit from economies of scale and strategic procurement, as well as tax efficiencies.

The Company employs external advisors to ensure it is compliant with all relevant tax legislation.

Future developments

The Company will continue to provide design and build services and to support Optivo Group in delivery of its development strategy which is constantly being reviewed in view of Covid-19 including its implications and mitigations. With the current forecast, as some development schemes have been delayed, the Company expects to make profit for the year 2020/21 in the region of £2.9 million which is lower than budget.

Political and charitable contributions

The company made no political contributions in the year (2019: nil).

Section 172 statement

The company was formed for the sole purpose of providing a design and build services for Optivo to achieve tax optimisation for the Group. It is a wholly owned subsidiary and does not have any employees. The directors, accordingly, do not consider that the interests of the company's employees, the impact of the company's operations on the community and the environment or the need to act fairly between members of the company are relevant to the proper discharge of their duty under section 172. Each of these factors is considered by the wider group. Given the purpose of the company the relevant stakeholder groups are therefore the investors in the listed debt and the parent entity, Optivo.

The Board of Optivo Development Services Ltd consider, both individually and together, that they have acted in the way they consider, in good faith, would be most likely to promote the success of the company for the benefit of those stakeholders, and in doing so have regard (amongst other matters) to:

- a) the likely consequences of any decision in the long term,
- b) the need to foster the company's business relationships with suppliers, customers and others, and
- c) the desirability of the company maintaining a reputation for high standards of business conduct.

As the Board of Directors, our intention is to behave responsibly and ensure that management operate the business in a responsible manner, operating within the high standards of business conduct and good governance expected for a business such as ours. The intention is to nurture our reputation, through both the construction and delivery of our plan, that reflects our responsible behaviour.

The Board considers the following to be the key decisions and considerations it has made during the year to 31 March 2020.

Board decision The Board considered and agreed the long-term strategy.	Consideration The need to put in place long-term business plans. This impacts all stakeholders as a robust strategy is the foundation for maintaining the trust of all our external stakeholders.
The Board held talks outside the usual Board meeting cycle and discussed and agreed the need to inform the market of the impact of Covid-19.	The need for transparency and to ensure an accurate information flow to the market, particularly concerning the unexpected impact of Covid-19.
Review of Optivo group business plan and cash flow forecasts.	The Board have monitored the operating surplus and cash flow forecasts of Optivo, and how they have performed against their business plan and covenants.

Approval

The Strategic Report was approved by the Board on 17 July 2020 and signed on its behalf by:

R Beard

35-1

Director

INDEPENDENT AUDITOR'S REPORT TO THE MEMBERS OF OPTIVO DEVELOPMENT SERVICES LIMITED

Opinion

We have audited the financial statements of Optivo Development Services Limited ("the Company") for the year ended 31 March 2020 which comprise the profit and loss account, balance sheet and notes to the financial statements, including a summary of significant accounting policies. The financial reporting framework that has been applied in their preparation is applicable law and United Kingdom Accounting Standards, including Financial Reporting Standard 102 The Financial Reporting Standard applicable in the UK and Republic of Ireland (United Kingdom Generally Accepted Accounting Practice).

In our opinion, the financial statements:

- give a true and fair view of the state of the Company's affairs as at 31 March 2020 and of its profit for the year then ended;
- have been properly prepared in accordance with United Kingdom Generally Accepted Accounting Practice; and
- have been prepared in accordance with the requirements of the Companies Act 2006.

Basis for opinion

We conducted our audit in accordance with International Standards on Auditing (UK) (ISAs (UK)) and applicable law. Our responsibilities under those standards are further described in the Auditor's responsibilities for the audit of the financial statements section of our report. We are independent of the Company in accordance with the ethical requirements that are relevant to our audit of the financial statements in the UK, including the FRC's Ethical Standard, and we have fulfilled our other ethical responsibilities in accordance with these requirements. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

Conclusions relating to going concern

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

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

Other information

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

In connection with our audit of the financial statements, our responsibility is to read the other information and, in doing so, consider whether the other information is materially inconsistent with the financial statements or our knowledge obtained in the audit or otherwise appears to be materially misstated. If we identify such material inconsistencies or apparent material misstatements, we are

required to determine whether there is a material misstatement in the financial statements or a material misstatement of the other information. If, based on the work we have performed, we conclude that there is a material misstatement of this other information, we are required to report that fact.

We have nothing to report in this regard.

Opinions on other matters prescribed by the Companies Act 2006

In our opinion, based on the work undertaken in the course of the audit:

- the information given in the Directors' report for the financial year for which the financial statements are prepared is consistent with the financial statements; and
- the Directors' report has been prepared in accordance with applicable legal requirements.

Matters on which we are required to report by exception

In the light of the knowledge and understanding of the Company and its environment obtained in the course of the audit, we have not identified material misstatements in the Director's report.

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

- adequate accounting records have not been kept, or returns adequate for our audit have not been received from branches not visited by us; or
- the financial statements are not in agreement with the accounting records and returns; or
- · certain disclosures of Directors' remuneration specified by law are not made; or
- we have not received all the information and explanations we require for our audit; or
- the Directors were not entitled to prepare the financial statements in accordance with the small companies regime and take advantage of the small companies' exemptions in preparing the Directors' report and from the requirement to prepare a Strategic report.

Responsibilities of Directors

As explained more fully in the Directors' responsibilities statement, the Directors are responsible for the preparation of the financial statements and for being satisfied that they give a true and fair view, and for such internal control as the Directors determine is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the financial statements, the Directors are responsible for assessing the Company's ability to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless the Directors either intend to liquidate the Company or to cease operations, or have no realistic alternative but to do so.

Auditor's responsibilities for the audit of the financial statements

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.

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

A further description of our responsibilities for the audit of the financial statements is located at the Financial Reporting Council's website at:

https://www.frc.org.uk/auditorsresponsibilities. This description forms part of our auditor's report.

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Elizabeth Kulczycki (Senior Statutory Auditor)
For and on behalf of BDO LLP, statutory auditor
Gatwick
United Kingdom

Date: 3 August 2020

BDO LLP is a limited liability partnership registered in England and Wales (with registered number OC305127).

Statement of Comprehensive Income for the year ended 31 March 2020

	Notes	2020 £000	2019 £000
Turnover	2	14,564	20,316
Cost of sales	3	(14,209)	(19,524)
Administrative expenditure			(18)
Operating profit	4	355	774
Interest receivable and similar income		8	5_
Profit on ordinary activities before taxation		363	779
Taxation	6		
Profit on ordinary activities after taxation	10	262	779
and total comprehensive income for the year	12	363	

The notes on pages 12 to 17 form part of these financial statements.

All the Company's activities are continuing. The Company has no recognised profits or losses other than those above and therefore no separate statement of recognised income and expenditure or statement of changes in equity has been presented.

Statement of Financial Position at 31 March 2020

Company number: 05248824

	Notes	2020	2019
CURRENT ASSETS		£000	£000
Properties for sale	7	80,633	34,446
Debtors	8	3,400	10,085
Cash and cash equivalents		2,846	3,224
		86,879	47,755
CURRENT LIABILITIES		,	
Creditors: amounts falling due within one year	9	(82,890)	(43,346)_
Net current assets		3,989	4,409
TOTAL ASSETS LESS CURRENT LIABILITIES		3,989	4,409
NET ASSETS	•	3,989	4,409
CAPITAL AND RESERVES			
Called up share capital	11	-	-
Profit and loss account	12	3,989	4,409
		3,989	4,409

The financial statements were approved and authorised for issue by the Board on 17 July 2020 and signed on its behalf by:

S A Smith

Director

R Beard

Director

A Wignall

Secretary

The notes on pages 12 to 17 form part of these financial statements.

Notes to the Financial Statements

1. Accounting policies

Basis of preparation of financial statements

Optivo Development Services Limited is a private company limited by shares and incorporated in the UK (company number 05248824).

Registered address: Grosvenor House, 125 High Street, Croydon, Surrey CR0 9XP

The accounts have been prepared in accordance with applicable laws and UK accounting standards including FRS102 "the Financial Reporting Standard Applicable in the United Kingdom and the Republic of Ireland".

The accounts have been prepared under the historical cost convention and on a going concern basis. As a consolidated cash flow statement is prepared by the Company's parent Optivo, the Company has taken advantage of the exemption provided by FRS102 not to report a separate statement of cash flows.

Turnover

Turnover is measured at the fair value of the consideration received or receivable. The fair value of consideration takes into account trade discounts, settlement discounts and volume rebates. Turnover is shown net of Value Added Tax.

Turnover in respect of amounts receivable for sale of properties is recognised at the date of legal completion.

Properties developed for sale

All properties for sale are under construction and are stated at the lower of cost and net realisable value. Cost comprises materials, direct labour and direct development overheads. Net realisable value is based on estimated sales proceeds after allowing for all further costs to completion and selling costs.

Allocation of costs for mixed tenure and shared ownership developments

Costs are allocated to the appropriate tenure where it is possible to specify which tenure the expense relates to. Where it is not possible to relate costs to a specific tenure, costs are allocated on a floor area or unit basis depending on what is appropriate for each scheme.

Development overheads

Development overhead costs are capitalised to the extent they are directly attributable to bringing schemes into working condition for their intended use. Such expenditure consists of in-house development, architect and surveyor costs (including the cost of our own employees), and a proportion of the cost of staff in other departments who work on development activities

Taxation

Deferred tax is calculated at the tax rates that are expected to apply to the period when the asset is realised or the liability is settled based on tax rates that have been enacted or substantively enacted by the reporting date. Deferred tax is not discounted.

Deferred tax liabilities are recognised in respect of all timing differences that exist at the reporting date. Timing differences are differences between taxable income and total comprehensive income that arise from the inclusion of income and expenses in tax assessments in different periods from their recognition

in the financial statements. Deferred tax assets are recognised only to the extent that it is probable that they will be recovered by the reversal of deferred tax liabilities or other future taxable profits.

Current and deferred tax is charged or credited in the Statement of Comprehensive Income, except when it relates to items charged or credited to Other Comprehensive Income or equity, when the tax follows the transaction or event it relates to and is also charged or credited to Other Comprehensive Income, or equity.

Financial Instruments

The Company has elected to apply the provisions of Section 11 'Basic Financial Instruments' of FRS 102, in full, to all of its financial instruments.

Financial assets and financial liabilities are recognised when the Company becomes a party to the contractual provisions of the instrument, and are offset only when the Company currently has a legally enforceable right to set off the recognised amounts and intends either to settle on a net basis, or to realise the asset and settle the liability simultaneously.

Debtors which are receivable within one year and which do not constitute a financing transaction are initially measured at the transaction price. Debtors are subsequently measured at amortised cost, being the transaction price less any amounts settled and any impairment losses.

Creditors payable within one year that do not constitute a financing transaction are initially measured at the transaction price and subsequently measured at amortised cost, being the transaction price less any amounts settled.

Related Party Disclosure

As the Company is a wholly owned subsidiary of Optivo it has taken advantage of the exemption provided by FRS102 not to disclose transactions with the parent company or other wholly owned subsidiaries within the group. The consolidated financial statements of Optivo, within which this company is included, can be obtained from the address given in note 15.

Going concern

The Company has net assets of £4.0 million (2019: £4.4 million) at the balance sheet date. The Company is reviewing the implications and mitigations of Covid 19. The Company has a fixed margin on design and build contract with the parent company. Because of Covid 19, some construction sites have been closed which will affect the profit of the company. Despite this and as mentioned on page 4, the Directors continue to adopt the going concern concept in preparing these financial statements.

Judgements in applying accounting policies and key sources of estimation uncertainty

The key judgements made in preparing these financial statements and sources of estimation uncertainty are:

- Considering that there have been no impairment triggers;
- Determining the appropriate allocation of development costs between different tenures; and
- Determining the anticipated costs to complete a development scheme based on anticipated construction cost, effective rate of interest on loans during the construction period, legal costs and other costs. We then determine the recoverability of the cost of properties developed for outright sale and/or land held for sale. This judgement is also based on our best estimate of current sales and economic conditions prevailing at the time.

2. Turnover

Turnover arises solely within the United Kingdom.

The Company operates in accordance with the Framework Development Agreement with the Parent undertaking to provide design and build services in respect of the schemes instructed by Optivo and other entities in the group.

	2020	2019
	£000	£000
Included in turnover are:		
Proceeds from the sale of partially completed units at Golden Brick stage	714	-
Income from the sale of commercial property	-	1,947
Income from design and build services	13,850	18,343
Other income		27
	14,564	20,316
3. Cost of sales		
3. Cost of sales		
	2020	2019
	£000	£000
Included in cost of sales are:		
Sale of partially completed units at Golden Brick stage (note 7)	697	-
Cost of sales of commercial property	-	1,743
Development work in progress costs	13,512	17,781
	14,209	19,524
4. Operating profit		
	2020	2019
	£000	£000
Operating Profit is stated after charging:	2000	2000
Auditor's remuneration:		•
In their capacity as auditors	5_	4
	5	4

5. Employee information

The Directors received no remuneration during the year under review (2019: Nil). No employees are directly employed by the Company. The following charges have been made by Optivo based on an allocation of relevant department costs providing support for the Company's development activities.

These development overheads are capitalised as part of development costs as they are directly attributable to bringing schemes into working condition for their intended use.

	2020 £000	2019 £000
Staff costs (Group recharge)	996	869

6. Taxation

	2020 £000	2019 £000
Analysis of tax charge for the period Current Tax		
UK corporation tax at 19.00% (2019: 19.00%)	-	
Reconciliation of current tax charge		
Profit on ordinary activities before tax and Gift Aid distribution	363	<u>779</u>
Tax on profit on ordinary activities at the standard		
corporation tax rate of 19.00% (2019: 19.00%)	69	148
Effects of:		
Gift aid donation made to parent undertaking		(148)
Gift aid donation to be made to parent	(00)	
undertaking by 31 December 2020	(69)_	
Current tax charge / (credit) for period		

The Company's corporation tax liability is £Nil (2019: £Nil) due to qualifying charitable donations being Gift Aid to the Parent undertaking.

7. Properties for sale

Under Construction	Golden Brick sale units £000	Total £000
Cost		
At 1 April 2019	34,446	34,446
Additions/ reapportionment of costs	46,884	46,884
Units sold (note 3)	(697)	(697)
At 31 March 2020	80,633	80,633
8. Debtors		
	2020	2019
	£000	£000
Amounts due from parent undertaking	2,632	4,763
VAT	735	5,322
Other debtors	33	
	3,400	10,085

Amounts due from Parent undertaking relate to the invoices payable and accrued income in respect of design and build services where the Company develops properties upon instruction from Optivo.

9. Creditors due within one year

	2020 £000	2019 £000
Trade creditors	502	1,127
Retention accruals	803	271
Deposits for development WIP	77,528	38,843
Accruals	3,903	2,555
Amounts owed to parent undertaking	154_	550
	82,890	43,346
10. Financial instruments		
	2020	2019
	£000	£000
Financial assets measured at historic or amortised cost:		
Cash and cash equivalents	2,846	3,224
Trade and other receivables	2,665	4,763
Financial liabilities measured at historic cost:		
Trade and other creditors	5,362	4,503
11. Share capital		
	2020	2019
	£	£
Allocated, called up and fully paid		
1 ordinary share of £1 each	1	1
12. Profit and loss account		
	2020	2019
	£000	£000
At 1 April	4,409	3,630
Profit for the year	363	779
Transactions with parent in their capacity as owners:	(700)	
- Gift aid distributions	(783)	-
At 31 March	3,989	4,409

13. Gift aid payable

	2020 £000	2019 £000
Gift aid approved by the Company's Directors	363	779

14. Controlling parties

The Company is a subsidiary of Optivo which is the ultimate parent company incorporated in the UK and registered in England as a Co-operative and Community Benefit Society (No. 4851). Optivo is the ultimate parent undertaking by virtue of holding all shares in the company.

The largest and smallest group in which the results of the Company are consolidated is that headed by Optivo, incorporated in England. The consolidated accounts of this Company are available to the public and may be obtained from Grosvenor House, 125 High Street, Croydon, Surrey CR0 9XP. No other group accounts include the results of the Company.

15. Related parties

The Company provides design and build services to its parent, Optivo, and other companies within the Group headed by Optivo.

The Company is a wholly owned subsidiary of Optivo and has taken advantage of the exemption provided by FRS102 not to disclose transactions with the parent company or other wholly owned subsidiaries within the group. The registered address of Optivo is Grosvenor House, 125 High Street, Croydon, Surrey CR0 0XP.

16. Post Balance Sheet Events

Covid -19 has not impacted on 2019/20 results but may have a more significant impact on 2020/21 results. The budget 2020/21 has been stress tested and the adjusted surplus for the estimated impact of Covid-19 maintains the Company's going concern status.