Registered number: 06039502

# FINOTEC TRADING UK LIMITED

ANNUAL REPORT AND FINANCIAL STATEMENTS

FOR THE YEAR ENDED 31 DECEMBER 2017



# **COMPANY INFORMATION**

**DIRECTORS** D Essemini

S Mansoor S Vladimirsky

REGISTERED NUMBER 06039502

**REGISTERED OFFICE** 35 Ballards Lane

London N3 1XW

INDEPENDENT AUDITORS Berg Kaprow Lewis LLP

Berg Kaprow Lewis LLP Chartered Accountants & Statutory Auditor

35 Ballards Lane

London N3 1XW

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#### STRATEGIC REPORT FOR THE YEAR ENDED 31 DECEMBER 2017

#### INTRODUCTION

The directors present their strategic report for the year ended 31 December 2017

# **ABOUT FINOTEC**

Finotec ("FTUK") is a long established FCA regulated financial service intermediary and Investment management firm [FCA Register Number 470392], specializing in OTC and exchange based trading venues. Finotec is licensed to hold client funds, act as a match principal agency and as an investment management for professional clients.

Since 2007, FTUK has helped brokers succeed by providing everything they need to operate a flourishing FX broker business as well as providing easy access for professional traders to a regulated trading environment.

In 2008, we took an important strategic decision to move to a Match Principal business model, ensuring that our interests would always align with those of our clients'. This decision was based on the realization that our own earning potential shared strong correlation to our clients' life time value, and in order to encourage a strong sentiment of success from our clients, FTUK would match clients' orders with the market so as to eliminate any possible conflict of interest.

FTUK offers a winning combination of Fair Liquidity, Risk Management, Regulatory Compliance, Managed Investment programs and a full Technology Suite – in one expertly managed service.

In more recent years, FTUK has been transitioning its services to leverage on its Asset Management License, allowing for the management of client money traded either at FTUK or elsewhere.

Our aim is to turn the focus of the company from a mostly brokerage services operation a brokerage and investment services firm. Yedidya Capital Markets Limited ("YCM"), an Israeli research, risk management and technology company, developed an exclusive trading algorithm and in 2015 signed a distribution agreement with FTUK to offer this unique trading program to FTUK's clients as well as to introduce YCM's client portfolio to FTUK's brokerage services. Over the next 18 months, our target is to increase the current Assets Under Management (AUM) to \$US50 million.

# STRATEGIC REPORT (CONTINUED) FOR THE YEAR ENDED 31 DECEMBER 2017

#### **BUSINESS REVIEW**

In today's dynamic digital world, information itself is not enough, but the speed and efficiency in which information can be collected, analysed and repurposed is what separates failure from success.

Most investors do not have the necessary experience or patience to be selective in the trades they choose to enter. The risk of such inexperience is inevitably a high loss to win ratio and is generally not supportive of our core value – to promote a strong sentiment of success from our clients.

Using a Managed Trading Account ensures that beginner mistakes and emotions are removed from the trading equation, ensuring that trades are being executed through a strict protocol of risk management rules, thus increasing the viability that a more stable and sustaining profit trend can be achieved.

Traditional managed investments programs typically focus on predicting future price trends. The investment methodology we apply is very different and is based on a deep understanding of our extensive network of traders and our proprietary ranking system. To achieve this, in real time, we monitor more than 100,000 decision markers strategies, thereby dynamically analysing each major change in their trading patterns and identifying its correlation on the underlying price action.

- The Dynamic Allocation System is a powerful tool that controls risk and maximize profit by analysing and monitoring extensive datasets
- The system monitors the performance of over 100,000 traders, whilst recording over 700,000 trades to acquire a deep understanding of trading patterns, strategies and risk management
- The system identifies market patterns by analysing market structure and activity through a set of proprietary quantitative algorithms
- A professional team of quants are continuously monitoring the algorithms so that our clients' money is managed in the best risk/reward framework
- The model is based on machine learning and provides the foundations for the trading programs we offer

Our managed accounts are designed for professional and institutional investors looking for a unique edge in trading the open markets. Investors can select the level of risk appropriate for their own investment objectives. Our structure offers full liquidity of the funds invested, with no lockup periods like in traditional hedge fund investments, full back office and order transparency and peace of mind that comes from investing within our regulated environment.

# STRATEGIC REPORT (CONTINUED) FOR THE YEAR ENDED 31 DECEMBER 2017

#### PRINCIPAL RISKS AND UNCERTAINTIES

The main prudential risks faced by the firm in its business are:

#### Credit and Counterparty Risk

Because FTUK offers access to the market on a margin basis, there is a risk that our client may incur losses in excess of their initial deposits with us.

We believe that we have effectively mitigated this risk through the implementation of a conservative margining process. We have only once experienced a client debt, which came as the result of the decoupling of the Swiss Franc.

Conversely, we have credit and counterparty exposures on the market facing side of our business, however, as a Matched Principal broker, and by carefully selecting our market side counterparties, we can reduce this risk exposure and have had to date, no bad debts.

# **Market Risk**

We do not run a proprietary trading book. However, we do have treasury balances in foreign currencies as a result of operational needs or the accrual of revenue in other currencies.

We have traditionally accepted this as a cost of running our business rather than seeing it as a risk.

#### Liquidity Risk

A more pressing risk than credit risk is liquidity risk. In the event that a client were to lose more than they had deposited with us as margin, the exposure would be subject to only an 8% capital requirement under Pillar one until such time as it was collected. However, we would need to pay those losses to our market side broker immediately. We would therefore need 100% liquidity cover for any losses immediately - even if the debt were to be collected within hours.

We have a two-fold approach to liquidity risk. First, our margining process, although designed primarily to address credit risk, seeks to prevent any potential debts in the first place. Second, we monitor our gross positions with our market side brokers on a daily basis alongside our available liquidity. We seek to ensure that our free liquidity is more than 20% of our largest gross currency position. We will adjust our margin requirements for relevant currency pairs if necessary to achieve this.

We are satisfied that this combination of tools has effectively mitigated our exposure to liquidity risk.

#### **GOING CONCERN**

The directors have reviewed their projections and forecasts and consider that they have adequate resources to continue to meet FCA capital adequacy requirements and future working capital.

#### FINANCIAL KEY PERFORMANCE INDICATORS

During 2017, FTUK's turnover income was \$2.1 million, whilst clearing approx. 27 billion of client transactions. This represents an average of \$77.47 income per million of traded volume and is a 50% increase in earnings per million as compared to 2016. Gross Income per million traded volume has also increased by as much as 18% from \$27.74 per million (2016) to \$32.81 per million (2017).

# STRATEGIC REPORT (CONTINUED) FOR THE YEAR ENDED 31 DECEMBER 2017

#### **OTHER PERFORMANCE INDICATORS**

FTUK has received a lot of interest in its growing portfolio of higher tier products and services and simultaneously seen rapid adoption to its Asset Management program.

Although the model has been running for more than 3 years, it has only been running with our proprietary Risk Management layer for the last 12 months and has achieved more than 150% performance return utilizing a mere 6.8% draw down.

Since going live in May 2018; FTUK has raised over \$US2.2 million AUM and is expecting \$US5 million by end of 2018 and \$US50 million by end of 2019.

The minimum entry is currently set to \$100,000, with clients paying an Execution fee of \$15 per million. The immediate consideration for FTUK is a monthly transaction volume of more than \$US1 billion for each \$US1 Million AUM, which would generate up to \$25,000 (including price improvements) additional income per month.

With a soft target of achieving \$US5 million by the beginning of 2019 and a hard target of reaching \$US50 million by the end of 2019, we believe that the income potential for FTUK would be substantially enhanced.

FTUK's management is currently exploring a corporate transaction with YCM. for the purpose of integrating the revenues generated from Management and Performances fees with FTUK.

#### **FCA PILLAR 3 DISCLOSURE**

The FCA Pillar 3 unaudited disclosures are published and updated annually on the company's website at www.finotec.com.

This report was approved by the board and signed on its behalf.

S Mansoor Director

Date: 15-10-2018

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#### DIRECTORS' REPORT FOR THE YEAR ENDED 31 DECEMBER 2017

The directors present their report and the audited financial statements for the year ended 31 December 2017.

#### PRINCIPAL ACTIVITY

The principal activity of the company in the period under review was that of brokerage in foreign exchange ("FX") and contracts for differences ("CFDs") mainly for professional clients.

#### **DIRECTORS**

The directors who served during the year were:

- D Essemini
- S Mansoor
- S Vladimirsky

#### **DIRECTORS' RESPONSIBILITIES STATEMENT**

The directors are responsible for preparing the Strategic Report, the Directors' Report and the audited financial statements in accordance with applicable law and regulations.

Company law requires the directors to prepare audited financial statements for each financial year. Under that law the directors have elected to prepare the audited financial statements in accordance with applicable law and United Kingdom Accounting Standards (United Kingdom Generally Accepted Accounting Practice), including Financial Reporting Standard applicable in the UK and Republic of Ireland'. Under company law the directors must not approve the audited 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 audited financial statements, the directors are required to:

- select suitable accounting policies for the Company's financial statements and then apply them consistently;
- make judgments and accounting estimates that are reasonable and prudent;
- state whether applicable UK Accounting Standards have been followed, subject to any material departures disclosed and explained in the financial statements;
- prepare the audited financial statements on the going concern basis unless it is inappropriate to presume that the Company will continue in business.

The directors are responsible for keeping adequate accounting records that are sufficient to show and explain the Company's transactions and disclose with reasonable accuracy at any time the financial position of the Company and to enable them to ensure that the audited 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.

# **RESULTS AND DIVIDENDS**

The loss for the year, after taxation, amounted to £16,879 (2016 - profit £211,284).

The directors recommend that no dividend is paid.

#### **FUTURE DEVELOPMENTS**

The future developments of the business are disclosed in the Strategic Report.

# DIRECTORS' REPORT (CONTINUED) FOR THE YEAR ENDED 31 DECEMBER 2017

#### **DISCLOSURE OF INFORMATION TO AUDITORS**

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

- so far as the director is aware, there is no relevant audit information of which the Company's auditors are unaware, and
- the director has taken all the steps that ought to have been taken as a director in order to be aware of any
  relevant audit information and to establish that the Company's auditors are aware of that information.

#### **POST BALANCE SHEET EVENTS**

There have been no significant events affecting the Company since the year end.

#### **AUDITORS**

Under section 487(2) of the Companies Act 2006, Berg Kaprow Lewis LLP will be deemed to have been reappointed as auditors 28 days after these financial statements were sent to members or 28 days after the latest date prescribed for filling the accounts with the registrar, whichever is earlier.

This report was approved by the board and signed on its behalf.

S Mansoor Director

Date: 15-10-2018

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#### INDEPENDENT AUDITORS' REPORT TO THE SHAREHOLDERS OF FINOTEC TRADING UK LIMITED

#### **OPINION**

We have audited the financial statements of Finotec Trading UK Limited (the 'Company') for the year ended 31 December 2017, which comprise the Statement of Income and Retained Earnings, the Statement of Financial Position, the Statement of Cash Flows and the related notes, 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).

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 Auditors' 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.

In our opinion the financial statements:

- give a true and fair view of the state of the Company's affairs as at 31 December 2017 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 Auditors' 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 United Kingdom, including the Financial Reporting Council'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.

# INDEPENDENT AUDITORS' REPORT TO THE SHAREHOLDERS OF FINOTEC TRADING UK LIMITED (CONTINUED)

#### OTHER INFORMATION

The directors are responsible for the other information. The other information comprises the information included in the Annual Report, other than the financial statements and our Auditors' 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.

#### **OPINION ON OTHER MATTERS PRESCRIBED BY THE COMPANIES ACT 2006**

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

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

#### MATTERS ON WHICH WE ARE REQUIRED TO REPORT BY EXCEPTION

In the light of the knowledge and understanding of the Company and its environment obtained in the course of the audit, we have not identified material misstatements in the Strategic Report or the Directors' 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.

#### **RESPONSIBILITIES OF DIRECTORS**

As explained more fully in the Directors' Responsibilities Statement on page 5, 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.

# INDEPENDENT AUDITORS' REPORT TO THE SHAREHOLDERS OF FINOTEC TRADING UK LIMITED (CONTINUED)

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.

#### **AUDITORS' RESPONSIBILITIES FOR THE AUDIT OF THE FINANCIAL STATEMENTS**

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an Auditors' 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.

As part of an audit in accordance with ISAs (UK), we exercise professional judgment and maintain professional scepticism throughout the audit. We also:

- ldentify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that
  are appropriate in the circumstances, but not for the purpose of expressing an opinion of the effectiveness
  of the Company's internal audit.
- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by the directors.
- Conclude on the appropriateness of the directors' use of the going concern basis of accounting and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the Company's ability to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our Auditors' Report to the related disclosures in the financial statements or, if such disclosures are inadequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up to the date of our Auditors' Report. However, future events or conditions may cause the Company to cease to continue as a going concern.
- Evaluate the overall presentation, structure and content of the financial statements, including then disclosures, and whether the financial statements represent the underlying transactions and events in a manner that achieves fair presentation.

# INDEPENDENT AUDITORS' REPORT TO THE SHAREHOLDERS OF FINOTEC TRADING UK LIMITED (CONTINUED)

We communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit and significant audit findings, including any significant deficiencies in internal control that we identify during our audit.

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Ian Saunderson FCA (Senior Statutory Auditor)

for and on behalf of Berg Kaprow Lewis LLP

Chartered Accountants Statutory Auditor

London

Date: 15 October 2018

# STATEMENT OF INCOME AND RETAINED EARNINGS FOR THE YEAR ENDED 31 DECEMBER 2017

	Note	2017 £	2016 £
Turnover Cost of sales	4	1,568,049 (889,307)	1,260,281 (611,447)
GROSS PROFIT		678,742	648,834
Administrative expenses		(630,435)	(540,729)
OPERATING PROFIT	5	48,307	108,105
Tax on profit	9	(65,186)	103,179
(LOSS)/PROFIT AFTER TAX		(16,879)	211,284
Retained earnings at the beginning of the year		(3,690,350)	(3,901,634)
		(3,690,350)	(3,901,634)
(Loss)/profit for the year	•	(16,879)	211,284
RETAINED EARNINGS AT THE END OF THE YEAR		(3,707,229)	(3,690,350)

The notes on pages 14 to 26 form part of these financial statements.

# FINOTEC TRADING UK LIMITED REGISTERED NUMBER: 06039502

# STATEMENT OF FINANCIAL POSITION AS AT 31 DECEMBER 2017

	Note		2017 £		2016 £
FIXED ASSETS	NOIC		-		7
Intangible assets	10		271,694		85,476
Tangible assets	11		54,422		60,826
		•	326,116	•	146,302
CURRENT ASSETS					
Debtors: amounts falling due within one year	12	1,004,415		808,087	
Cash at bank and in hand	-13	490,166		1,382,425	
		1,494,581	•	2,190,512	
Creditors: amounts falling due within one year	14	(1,414,965)		(1,914,203)	
NET CURRENT ASSETS		·	79,616		276,309
TOTAL ASSETS LESS CURRENT LIABILITIES		,	405,732		422,611
NET ASSETS		•	405,732		422,611
CAPITAL AND RESERVES					
Called up share capital	17		4,112,961		4,112,961
Profit and loss account	18		(3,707,229)		(3,690,350)
		•	405,732	•	422,611

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

S Mansoor Director

Date: 15-10-2018

The notes on pages 14 to 26 form part of these financial statements.

# STATEMENT OF CASH FLOWS FOR THE YEAR ENDED 31 DECEMBER 2017

	2017 £	2016 £
CASH FLOWS FROM OPERATING ACTIVITIES		~
Profit/(Loss) for the financial year ADJUSTMENTS FOR:	(16,879)	211,285
Depreciation of tangible assets	10,064	9,193
Taxation charge	65,186	(103,179)
(Increase) in debtors	(183,174)	(487,026)
(Decrease)/increase in creditors	(577,578)	516,453
NET CASH GENERATED FROM OPERATING ACTIVITIES	(702,381)	146,726
CASH FLOWS FROM INVESTING ACTIVITIES		
Purchase of intangible fixed assets	(186,218)	(85,476)
Purchase of tangible fixed assets	(3,660)	(3,434)
NET CASH FROM INVESTING ACTIVITIES	(189,878)	(88,910)
(DECREASE)/INCREASE IN CASH AND CASH EQUIVALENTS	(892,259)	57,816
Cash and cash equivalents at beginning of year	1,382,425	1,324,609
CASH AND CASH EQUIVALENTS AT THE END OF YEAR	490,166	1,382,425
CASH AND CASH EQUIVALENTS AT THE END OF YEAR COMPRISE:		
Cash at bank and in hand	490,166	1,382,425
	490,166	1,382,425

The notes on pages 14 to 26 form part of these financial statements.

#### NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2017

#### 1. GENERAL INFORMATION

The principal activity of Finotec Trading UK Limited ('the company') is that of brokerage in foreign exchange ("FX") and contracts for differences ("CFDs") mainly for professional clients.

The company is a private limited company incorporated in England and Wales.

The principal place of business is; 1-4 Bury Street, Holland House, London, EC3A 5AW.

#### 2. ACCOUNTING POLICIES

#### 2.1 BASIS OF PREPARATION OF FINANCIAL STATEMENTS

The financial statements have been prepared under the historical cost convention and in accordance with Financial Reporting Standard 102 ("FRS 102"), the Financial Reporting Standard applicable in the United Kingdom and the Republic of Ireland, and the Companies Act 2006.

The preparation of financial statements in compliance with FRS 102 requires the use of certain critical accounting estimates. It also requires management to exercise judgment in applying the company's accounting policies (see note 3).

The following principal accounting policies have been applied:

# 2.2 TURNOVER AND REVENUE RECOGNITION

Turnover represents spread and commission income earned on brokerage services provided. It includes profits and losses on rolling spot foreign exchange trading and CFDs (contracts for difference). Turnover also includes credits for system and technical errors and rebates which are offset from trading income.

Turnover is recognised when the trades are executed.

Revenue is recognised to the extent that it is probable that the economic benefits will flow to the Company and the revenue can be reliably measured. Revenue is measured as the fair value of the consideration received or receivable, excluding discounts, rebates, value added tax and other sales taxes. The following criteria must also be met before revenue is recognised:

#### Rendering of services

Revenue from a contract to provide services is recognised in the period in which the services are provided in accordance with the stage of completion of the contract when all of the following conditions are satisfied:

- the amount of revenue can be measured reliably:
- it is probable that the Company will receive the consideration due under the contract;
- the stage of completion of the contract at the end of the reporting period can be measured reliably; and
- the costs incurred and the costs to complete the contract can be measured reliably.

#### NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2017

# 2. ACCOUNTING POLICIES (CONTINUED)

#### 2.3 INTANGIBLE ASSETS

Intangible assets are initially recognised at cost. After recognition, under the cost model, intangible assets are measured at cost less any accumulated amortisation and any accumulated impairment losses.

All intangible assets are considered to have a finite useful life. If a reliable estimate of the useful life cannot be made, the useful life shall not exceed ten years.

#### 2.4 TANGIBLE FIXED ASSETS

Tangible fixed assets under the cost model are stated at historical cost less accumulated depreciation and any accumulated impairment losses. Historical cost includes expenditure that is directly attributable to bringing the asset to the location and condition necessary for it to be capable of operating in the manner intended by management.

Depreciation is charged so as to allocate the cost of assets less their residual value over their estimated useful lives, using the straight-line method.

Depreciation is provided on the following basis:

Fixtures and fittings - 10% straight line
Computer equipment - 33% straight line
Computer software - 33% straight line

# 2.5 CASH AND CASH EQUIVALENTS

Cash is represented by cash in hand and deposits with financial institutions repayable without penalty on notice of not more than 24 hours. Cash equivalents are highly liquid investments that mature in no more than three months from the date of acquisition and that are readily convertible to known amounts of cash with insignificant risk of change in value.

In the Statement of Cash Flows, cash and cash equivalents are shown net of bank overdrafts that are repayable on demand and form an integral part of the Company's cash management.

Cash equivalents represent balances held with the company's liquidity providers on a mark-to-market basis.

#### 2.6 FINANCIAL INSTRUMENTS

The Company only enters into basic financial instruments and transactions that result in the recognition of financial assets and liabilities like trade and other debtors and creditors, and loans to related parties.

#### (i) Financial assets

Basic financial assets, including trade and other debtors, and amounts due from related companies, are initially recognised at transaction price, unless the arrangement constitutes a financing transaction, where the transaction is measured at the present value of the future receipts discounted at a market rate of interest.

Such assets are subsequently carried at amortised cost using the effective interest method.

#### NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2017

# 2. ACCOUNTING POLICIES (CONTINUED)

#### 2.6 FINANCIAL INSTRUMENTS (CONTINUED)

At the end of each reporting period financial assets measured at amortised cost are assessed for objective evidence of impairment. If an asset is impaired the impairment loss is the difference between the carrying amount and the present value of the estimated cash flows discounted at the asset's original effective interest rate. The impairment loss is recognised in the Statement of Income and Retained Earnings.

Financial assets are derecognised when (a) the contractual rights to the cash flows from the asset expire or are settled, or (b) substantially all the risks and rewards of the ownership of the asset are transferred to another party or (c) control of the asset has been transferred to another party who has the practical ability to unilaterally sell the asset to an unrelated third party without imposing additional restrictions.

#### (ii) Financial liabilities

Basic financial liabilities, including trade and other creditors and accruals, are initially recognised at transaction price, unless the arrangement constitutes a financing transaction, where the debt instrument is measured at the present value of the future receipts discounted at a market rate of interest.

Trade creditors are obligations to pay for goods or services that have been acquired in the ordinary course of business from suppliers. Trade creditors are classified as current liabilities if payment is due within one year or less. If not, they are presented as non-current liabilities. Trade creditors are recognised initially at transaction price and subsequently measured at amortised cost using the effective interest method.

Financial liabilities are derecognised when the liability is extinguished, that is when the contractual obligation is discharged, cancelled or expires.

# 2.7 FOREIGN CURRENCY TRANSLATION

# Functional and presentation currency

The company's functional and presentational currency is Sterling.

#### Transactions and balances

Foreign currency transactions are translated into the functional currency using the spot exchange rates at the dates of the transactions.

At each period end, foreign currency monetary items are translated using the closing rate at the year end. Non-monetary items measured at historical cost are translated using the exchange rate at the date of the transaction and non-monetary items measured at fair value are measured using the exchange rate when fair value was determined.

#### 2.8 OPERATING LEASES: THE COMPANY AS LESSEE

Rentals paid under operating leases are charged to the Statement of Income and Retained Earnings on a straight line basis over the lease term.

#### NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2017

#### 2. ACCOUNTING POLICIES (CONTINUED)

#### 2.9 PENSIONS

#### **DEFINED CONTRIBUTION PENSION PLAN**

The Company operates a defined contribution plan for its employees. A defined contribution plan is a pension plan under which the Company pays fixed contributions into a separate entity. Once the contributions have been paid the Company has no further payment obligations.

The contributions are recognised as an expense in the Statement of Income and Retained Earnings when they fall due. Amounts not paid are shown in accruals as a liability in the Statement of Financial Position. The assets of the plan are held separately from the Company in independently administered funds.

#### 2.10 CURRENT AND DEFERRED TAXATION

The tax expense for the year comprises current and deferred tax. Tax is recognised in the Statement of Income and Retained Earnings, except that a charge attributable to an item of income and expense recognised as other comprehensive income or to an item recognised directly in equity is also recognised in other comprehensive income or directly in equity respectively.

The current income tax charge is calculated on the basis of tax rates and laws that have been enacted or substantively enacted by the reporting date in the countries where the Company operates and generates income.

Deferred tax balances are recognised in respect of all timing differences that have originated but not reversed by the Statement of Financial Position date, except that:

- The recognition of deferred tax assets is limited to the extent that it is probable that they will be recovered against the reversal of deferred tax liabilities or other future taxable profits; and
- Any deferred tax balances are reversed if and when all conditions for retaining associated tax allowances have been met.

Deferred tax balances are not recognised in respect of permanent differences except in respect of business combinations, when deferred tax is recognised on the differences between the fair values of assets acquired and the future tax deductions available for them and the differences between the fair values of liabilities acquired and the amount that will be assessed for tax. Deferred tax is determined using tax rates and laws that have been enacted or substantively enacted by the reporting date.

#### NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2017

# JUDGEMENTS IN APPLYING ACCOUNTING POLICIES AND KEY SOURCES OF ESTIMATION 3. UNCERTAINTY

The preparation of the financial statements requires management to make judgements, estimates and assumptions that affect the amounts reported for assets and liabilities as at the balance sheet date and the amounts reported for revenues and expenses during the year. However, the nature of estimation means that actual outcomes could differ from those estimates. The following judgements (apart from those involving estimates) have had the most significant effect on amounts recognised in the financial statements:

#### (i) Useful economic lives of tangible assets

The annual depreciation charge for tangible assets is sensitive to changes in the estimated useful economic lives and residual values of the assets. The useful economic lives and residual values are reassessed annually. They are amended when necessary to reflect current estimates, based on technological advancement, future investments, economic utilisation and the physical condition of the assets.

#### (ii) Useful economic lives of intangible assets

The annual amortisation charge for tangible assets is sensitive to changes in the estimated useful economic lives and residual values of the assets. The useful economic lives and residual values are reassessed annually. They are amended when necessary to reflect current estimates, based on technological advancement, future investments and economic utilisation.

No amortisation has been charged in the current year as the license did not begin until after the year end.

#### (iii) Deferred tax

The annual deferred tax charge is sensitive to changes in the estimated future profits that will be offset against tax losses. The deferred tax charge is re-assessed annually. They are amended when necessary to reflect current estimates and future projections.

## 4. TURNOVER

An analysis of turnover by class of business is as follows:

2017 2016 £ £ 1,568,049 1,260,281

Brokerage services

All turnover arose within the United Kingdom.

# NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2017

5.	OPERATING PROFIT		
	The operating (loss)/profit is stated after charging/(crediting):		
		2017	2016
		£	£
	Depreciation of tangible fixed assets	10,064	9,193
	Exchange losses/ (gains)	(25,478)	59,149
	Other operating lease rentals	79,702	65,916
	Defined contribution pension cost	855 ===================================	
6.	AUDITORS' REMUNERATION		
	Fees payable to the Company's auditor and its associates for the audit of		
	the Company's annual accounts	30,000	29,000
	All other services	4,340	2,736
		34,340	31,736
7.	EMPLOYEES		
	Staff costs, including directors' remuneration, were as follows:		
		2017 £	2016 £
	Wages and salaries	192,498	176,351
	Social security costs	9,608	8,283
	Pension costs	855	-
		202,961	184,634
	The average monthly number of employees, including the directors, during the	e year was as fol	lows:
		2017	2016
		No.	No.
	Management and administration	6	6

# NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2017

8.	DIRECTORS' REMUNERATION		
		2017 £	2016 £
	Directors' emoluments	87,140	82,656
9.	TAXATION		
	There is no tax provision in the financial statements due to the availability of t	ax losses.	
		2017 £	<i>2</i> 016 £
	TOTAL CURRENT TAX		<del></del> -
	DEFERRED TAX		
	Origination and reversal of timing differences	65,186	(103,179)
	TOTAL DEFERRED TAX	65,186	(103,179)
	TAXATION ON PROFIT/(LOSS) ON ORDINARY ACTIVITIES	65,186	(103,179)
	FACTORS AFFECTING TAX CHARGE FOR THE YEAR		
	The tax assessed for the year is lower than (2016 - lower than) the standard UK of 19.25% (2016 - 20%). The differences are explained below:	rate of corporat	ion tax in the
		2017 £	2016 · £
	Profit on ordinary activities before tax	48,307	108,105
	Profit on ordinary activities multiplied by standard rate of corporation tax in the UK of 19.25% (2016 - 20%)  EFFECTS OF:	9,299	21,621
	Expenses not deductible for tax purposes, other than goodwill amortisation	074	440
	and impairment Capital allowances for year in excess of depreciation	374 . 1,363	110
	Utilisation of tax losses	, 1,303 (11,916)	(22,131)
	Unutilised charitable donations	880	400
	Deferred tax charge	65,186	(103,179)

## NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2017

# 9. TAXATION (CONTINUED)

#### **FACTORS THAT MAY AFFECT FUTURE TAX CHARGES**

The company has trading losses of £3,810,804 (2016 - £3,825,022) that can be offset against future taxable profits. A deferred tax asset has been provided for within the financial statements for a period of 36 months, amounting to an asset of £37,993 (2016 - £103,179). The amount not provided for due to the uncertainty of future profits is approximately £514,000 (2016 - £547,000).

#### 10. INTANGIBLE ASSETS

	Licencing £
COST	
At 1 January 2017	85,476
Additions	186,218
At 31 December 2017	271,694
NET BOOK VALUE	
At 31 December 2017	271,694
At 31 December 2016	85,476

No amortisation has been charged as the software did not begin until after the year end.

# NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2017

# 11. TANGIBLE FIXED ASSETS

	Fixtures and fittings	Computer equipment £	Other fixed assets £	Total £
COST OR VALUATION				
At 1 January 2017	26,137	7,264	54,279	87,680
Additions	-	3,660	•	3,660
At 31 December 2017	26,137	10,924	54,279	91,340
DEPRECIATION				
At 1 January 2017	14,390	3,229	9,235	26,854
Charge for the year on owned assets	2,271	1,887	5,906	10,064
At 31 December 2017	16,661	5,116	15,141	36,918
NET BOOK VALUE				
At 31 December 2017	9,476	5,808	39,138	54,422
At 31 December 2016	11,747	4,035	45,044	60,826

## NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2017

12.	DEBTORS		
		2017 £	2016 £
	Amounts owed by group undertakings	864,573	-
	Other debtors	86,099	682,303
	Prepayments and accrued income	15,750	22,605
	Deferred taxation	37,993	103,179
		1,004,415	808,087
13.	CASH AND CASH EQUIVALENTS		
		2017 £	2016 £
	Cash at bank and in hand	490,166	1,382,425

Included within cash and cash equivalents is £223,123 (2016 - £1,278,729) held with the company's liquidity providers.

# 14. CREDITORS: AMOUNTS FALLING DUE WITHIN ONE YEAR

	2017 £	2016 £
Trade creditors	68,467	40,261
Taxation and social security	8,789	3,124
Other creditors	190,584	31,412
Accruals and deferred income	22,000	22,000
Client deposits - Professional	1,125,125	1,817,406
	1,414,965	1,914,203
	<del></del>	

# NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2017

FINANCIAL INSTRUMENTS		
	2017 £	2016 £
FINANCIAL ASSETS		
Financial assets that are debt instruments measured at amortised cost	950,669	682,303
	950,669	682,303
Financial liabilites		
Financial liabilities measured at amortised cost	(1,397,559)	(1,911,079)
	(1,397,559)	(1,911,079)

Financial assets measured at amortised cost comprise amounts owed by other debtors. All amounts are receivable within one year and have no stated interest rate and therefore have been measured at the undiscounted amount of the consideration expected to be received.

Financial liabilities measured at amortised cost comprise trade creditors, other creditors, accruals and professional client deposits. All amounts are payable within one year and have no stated interest rate and therefore have been measured at the undiscounted amount of the consideration expected to be transferred.

#### 16. DEFERRED TAXATION

15.

		2017 £
At beginning of year		103,179
Charged to profit or loss		(65,186)
AT END OF YEAR	_	37,993
The deferred tax asset is made up as follows:		
	2017 £	2016 £
Deferred tax asset on future taxable profits	37,993	103,179
	37,993	103,179

#### NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2017

#### 17. SHARE CAPITAL

2017 2016 £ £

# **ALLOTTED, CALLED UP AND FULLY PAID**

4,112,961 Ordinary shares of £1 each

**4,112,961** *4,112,961* 

#### 18. RESERVES

#### Profit and loss account

Includes all current and prior period retained profits and losses.

#### 19. COMMITMENTS UNDER OPERATING LEASES

At 31 December 2017 the Company had future minimum lease payments under non-cancellable operating leases as follows:

	2017 £	2016 £
Not later than 1 year	69,850	65,185
Later than 1 year and not later than 5 years	5,850	75,700
	75,700	140,885
	<del></del>	

### 20. RELATED PARTY TRANSACTIONS

Included within other debtors due within one year is a balance of £1,139 (2016 - £570,441) owed by other related parties with a common director. This balance is unsecured and interest free with no fixed repayment terms.

Intangible assets of £186,218 (2016 - £85,476) were purchased from other related parties in the year.

## 21. CONTROLLING PARTY

The ultimate parent undertaking is Yedidya Capital Markets Limited, a company incorporated in Israel, whos principal place of business is Rehov Kanfei Nesherim 68/108, 9546457 Yerushalayim, Israel.

The ultimate controlling party is D Essemini.

# NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2017

#### 22. CLIENT MONEY

The company holds money on behalf of retail clients. These funds are held separately from money belonging to the company and are subject to the client money rules as prescribed by the Financial Conduct Authority. At no time does the company have any legal title to the monies. Accordingly, they are not reflected in the company's balance sheet. As at 31 December 2017, the balance held in client accounts was £957,660 (2016 - £444,630).