

Company registration number 06183878 (England and Wales)

**CONTAGIOUS COMMUNICATIONS LIMITED**  
**FINANCIAL STATEMENTS**  
**FOR THE YEAR ENDED 31 DECEMBER 2022**  
**PAGES FOR FILING WITH REGISTRAR**

# CONTAGIOUS COMMUNICATIONS LIMITED

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# CONTAGIOUS COMMUNICATIONS LIMITED

## BALANCE SHEET

AS AT 31 DECEMBER 2022

|   |       | 2022             | 2021             |
|---|-------|------------------|------------------|
|   | Notes | £                | £                |
| <b>Fixed assets</b>                                   |       |                  |                  |
| Intangible assets                                     | 3     | 123,613          | 135,365          |
| Tangible assets                                       | 4     | 17,162           | 29,069           |
| Investments   | 5     | 1                | 1                |
|   |       | <u>140,776</u>   | <u>164,435</u>   |
| <b>Current assets</b>                                 |       |                  |                  |
| Stocks  |       | -                | 4,763            |
| Debtors   | 7     | 1,251,481        | 1,438,537        |
| Cash at bank and in hand                              |       | 2,008,327        | 1,965,507        |
|   |       | <u>3,259,808</u> | <u>3,408,807</u> |
| <b>Creditors: amounts falling due within one year</b> |       |                  |                  |
| Obligations under finance leases                      |       | -                | 4,576            |
| Taxation and social security                          |       | 329,048          | 365,094          |
| Other creditors                                       | 8     | 916,061          | 823,988          |
| Deferred income                                       |       | 856,187          | 1,410,098        |
|   |       | <u>2,101,296</u> | <u>2,603,756</u> |
| <b>Net current assets</b>                             |       | <u>1,158,512</u> | <u>805,051</u>   |
| <b>Net assets</b>                                     |       | <u>1,299,288</u> | <u>969,486</u>   |
| <b>Capital and reserves</b>                           |       |                  |                  |
| Called up share capital                               | 9     | 1,401            | 1,401            |
| Share premium account                                 |       | 21,000           | 21,000           |
| Profit and loss reserves                              |       | 1,276,887        | 947,085          |
| <b>Total equity</b>                                   |       | <u>1,299,288</u> | <u>969,486</u>   |

The directors of the company have elected not to include a copy of the profit and loss account within the financial statements.

These financial statements have been prepared and delivered in accordance with the provisions applicable to companies subject to the small companies regime.

The financial statements were approved by the board of directors and authorised for issue on 23 May 2023 and are signed on its behalf by:

Mr K Marsden  
Director

Company Registration No. 06183878

# CONTAGIOUS COMMUNICATIONS LIMITED

## STATEMENT OF CHANGES IN EQUITY

FOR THE YEAR ENDED 31 DECEMBER 2022

|   | Share capital | Share premium account | Other reserves | Profit and loss reserves | Total     |
|---|---------------|-----------------------|----------------|--------------------------|-----------|
| Notes                                   | £             | £                     | £              | £                        | £         |
| <b>Balance at 1 January 2021</b>        | 1,401         | 21,000                | 2,976          | 189,304                  | 214,681   |
| <b>Year ended 31 December 2021:</b>     |               |                       |                |                          |           |
| Profit for the year                     | -             | -                     | -              | 761,954                  | 761,954   |
| Other comprehensive income:             |               |                       |                |                          |           |
| Currency translation differences        | -             | -                     | (7,149)        | -                        | (7,149)   |
| Total comprehensive income for the year | -             | -                     | (7,149)        | 761,954                  | 754,805   |
| Transfers                               | -             | -                     | 4,173          | (4,173)                  | -         |
| <b>Balance at 31 December 2021</b>      | 1,401         | 21,000                | -              | 947,085                  | 969,486   |
| <b>Year ended 31 December 2022:</b>     |               |                       |                |                          |           |
| Profit for the year                     | -             | -                     | -              | 818,860                  | 818,860   |
| Other comprehensive income:             |               |                       |                |                          |           |
| Currency translation differences        | -             | -                     | -              | 10,942                   | 10,942    |
| Total comprehensive income for the year | -             | -                     | -              | 829,802                  | 829,802   |
| Dividends                               | -             | -                     | -              | (500,000)                | (500,000) |
| <b>Balance at 31 December 2022</b>      | 1,401         | 21,000                | -              | 1,276,887                | 1,299,288 |

# CONTAGIOUS COMMUNICATIONS LIMITED

## NOTES TO THE FINANCIAL STATEMENTS

**FOR THE YEAR ENDED 31 DECEMBER 2022**

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### **1 Accounting policies**

#### **Company information**

Contagious Communications Limited is a private company limited by shares incorporated in England and Wales. The registered office is 7 Bell Yard, London, England, WC2A 2JR.

#### **1.1 Accounting convention**

These financial statements have been prepared in accordance with FRS 102 "The Financial Reporting Standard applicable in the UK and Republic of Ireland" ("FRS 102") and the requirements of the Companies Act 2006 as applicable to companies subject to the small companies regime. The disclosure requirements of section 1A of FRS 102 have been applied other than where additional disclosure is required to show a true and fair view.

The financial statements are prepared in sterling, which is the functional currency of the company. Monetary amounts in these financial statements are rounded to the nearest £.

The financial statements have been prepared under the historical cost convention. The principal accounting policies adopted are set out below.

The company has taken advantage of the exemption under section 399 of the Companies Act 2006 not to prepare consolidated accounts, on the basis that the group of which this is the parent qualifies as a small group. The financial statements present information about the company as an individual entity and not about its group.

#### **1.2 Going concern**

At the time of approving the financial statements, the directors have a reasonable expectation that the company has adequate resources to continue in operational existence for the foreseeable future. The directors have prepared budgets and forecasts to December 2024 which show that the company is to continue to build on growth achieved in 2022 and will remain profitable. Thus, the directors continue to adopt the going concern basis of accounting in preparing the financial statements.

#### **1.3 Turnover**

Turnover is recognised at the fair value of the consideration received or receivable for goods and services provided in the normal course of business, and is shown net of VAT and other sales related taxes.

When cash inflows are deferred and represent a financing arrangement, the fair value of the consideration is the present value of the future receipts. The difference between the fair value of the consideration and the nominal amount received is recognised as interest income.

Revenue from the sale of goods is recognised when the significant risks and rewards of ownership of the goods have passed to the buyer (usually on dispatch of the goods), the amount of revenue can be measured reliably, it is probable that the economic benefits associated with the transaction will flow to the entity and the costs incurred or to be incurred in respect of the transaction can be measured reliably.

Revenue from contracts for the provision of professional services is recognised by reference to the stage of completion when the stage of completion, costs incurred and costs to complete can be estimated reliably. The stage of completion is calculated by comparing costs incurred, mainly in relation to contractual hourly staff rates and materials, as a proportion of total costs. Where the outcome cannot be estimated reliably, revenue is recognised only to the extent of the expenses recognised that it is probable will be recovered.

# CONTAGIOUS COMMUNICATIONS LIMITED

## NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

FOR THE YEAR ENDED 31 DECEMBER 2022

### 1 Accounting policies

(Continued)

#### 1.4 Intangible fixed assets other than goodwill

Intangible assets acquired separately from a business are recognised at cost and are subsequently measured at cost less accumulated amortisation and accumulated impairment losses.

Intangible assets acquired on business combinations are recognised separately from goodwill at the acquisition date where it is probable that the expected future economic benefits that are attributable to the asset will flow to the entity and the fair value of the asset can be measured reliably; the intangible asset arises from contractual or other legal rights; and the intangible asset is separable from the entity.

Amortisation is recognised so as to write off the cost or valuation of assets less their residual values over their useful lives on the following bases:

|                           |                          |
|---------------------------|--------------------------|
| Trademark and domain name | 110 months straight line |
| Development Costs         | 3 years straight line    |

#### 1.5 Tangible fixed assets

Tangible fixed assets are initially measured at cost and subsequently measured at cost or valuation, net of depreciation and any impairment losses.

Depreciation is recognised so as to write off the cost or valuation of assets less their residual values over their useful lives on the following bases:

|                                |                       |
|--------------------------------|-----------------------|
| Plant and machinery            | 3 years straight line |
| Fixtures, fittings & equipment | 3 years straight line |
| Computer equipment             | 3 years straight line |

The gain or loss arising on the disposal of an asset is determined as the difference between the sale proceeds and the carrying value of the asset, and is credited or charged to profit or loss.

#### 1.6 Fixed asset investments

Interests in subsidiaries are initially measured at cost and subsequently measured at cost less any accumulated impairment losses. The investments are assessed for impairment at each reporting date and any impairment losses or reversals of impairment losses are recognised immediately in profit or loss.

A subsidiary is an entity controlled by the company. Control is the power to govern the financial and operating policies of the entity so as to obtain benefits from its activities.

#### 1.7 Impairment of fixed assets

At each reporting period end date, the company reviews the carrying amounts of its tangible and intangible assets to determine whether there is any indication that those assets have suffered an impairment loss. If any such indication exists, the recoverable amount of the asset is estimated in order to determine the extent of the impairment loss (if any). Where it is not possible to estimate the recoverable amount of an individual asset, the company estimates the recoverable amount of the cash-generating unit to which the asset belongs.

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

If the recoverable amount of an asset (or cash-generating unit) is estimated to be less than its carrying amount, the carrying amount of the asset (or cash-generating unit) is reduced to its recoverable amount. An impairment loss is recognised immediately in profit or loss, unless the relevant asset is carried at a revalued amount, in which case the impairment loss is treated as a revaluation decrease.

# CONTAGIOUS COMMUNICATIONS LIMITED

## NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

FOR THE YEAR ENDED 31 DECEMBER 2022

### 1 Accounting policies

(Continued)

Recognised impairment losses are reversed if, and only if, the reasons for the impairment loss have ceased to apply. Where an impairment loss subsequently reverses, the carrying amount of the asset (or cash-generating unit) is increased to the revised estimate of its recoverable amount, but so that the increased carrying amount does not exceed the carrying amount that would have been determined had no impairment loss been recognised for the asset (or cash-generating unit) in prior years. A reversal of an impairment loss is recognised immediately in profit or loss, unless the relevant asset is carried at a revalued amount, in which case the reversal of the impairment loss is treated as a revaluation increase.

#### 1.8 Stocks

Stocks are stated at the lower of cost and estimated selling price less costs to complete and sell. Cost comprises direct materials and, where applicable, direct labour costs and those overheads that have been incurred in bringing the stocks to their present location and condition.

Stocks held for distribution at no or nominal consideration are measured at the lower of cost and replacement cost, adjusted where applicable for any loss of service potential.

At each reporting date, an assessment is made for impairment. Any excess of the carrying amount of stocks over its estimated selling price less costs to complete and sell is recognised as an impairment loss in profit or loss. Reversals of impairment losses are also recognised in profit or loss.

#### 1.9 Cash at bank and in hand

Cash and cash equivalents are basic financial assets and include cash in hand, deposits held at call with banks, other short-term liquid investments with original maturities of three months or less, and bank overdrafts. Bank overdrafts are shown within borrowings in current liabilities.

#### 1.10 Financial instruments

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

Financial instruments are recognised in the company's balance sheet when the company becomes party to the contractual provisions of the instrument.

Financial assets and liabilities are offset, with the net amounts presented in the financial statements, when there is a legally enforceable right to set off the recognised amounts and there is an intention to settle on a net basis or to realise the asset and settle the liability simultaneously.

##### **Basic financial assets**

Basic financial assets, which include debtors and cash and bank balances, are initially measured at transaction price including transaction costs and are subsequently carried at amortised cost using the effective interest method 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. Financial assets classified as receivable within one year are not amortised.

##### **Classification of financial liabilities**

Financial liabilities and equity instruments are classified according to the substance of the contractual arrangements entered into. An equity instrument is any contract that evidences a residual interest in the assets of the company after deducting all of its liabilities.

# CONTAGIOUS COMMUNICATIONS LIMITED

## NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

FOR THE YEAR ENDED 31 DECEMBER 2022

### 1 Accounting policies

(Continued)

#### **Basic financial liabilities**

Basic financial liabilities, including creditors, bank loans, loans from fellow group companies and preference shares that are classified as debt, 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 payments discounted at a market rate of interest. Financial liabilities classified as payable within one year are not amortised.

Debt instruments are subsequently carried at amortised cost, using the effective interest rate method.

Trade creditors are obligations to pay for goods or services that have been acquired in the ordinary course of business from suppliers. Amounts payable 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.

#### **1.11 Equity instruments**

Equity instruments issued by the company are recorded at the proceeds received, net of transaction costs. Dividends payable on equity instruments are recognised as liabilities once they are no longer at the discretion of the company.

Changes in the fair value of derivatives that are designated and qualify as fair value hedges are recognised in profit or loss immediately, together with any changes in the fair value of the hedged asset or liability that are attributable to the hedged risk.

#### **1.12 Taxation**

The tax expense represents the sum of the tax currently payable and deferred tax.

##### **Current tax**

The tax currently payable is based on taxable profit for the year. Taxable profit differs from net profit as reported in the profit and loss account because it excludes items of income or expense that are taxable or deductible in other years and it further excludes items that are never taxable or deductible. The company's liability for current tax is calculated using tax rates that have been enacted or substantively enacted by the reporting end date.

##### **Deferred tax**

Deferred tax liabilities are generally recognised for all timing differences and deferred tax assets are recognised to the extent that it is probable that they will be recovered against the reversal of deferred tax liabilities or other future taxable profits. Such assets and liabilities are not recognised if the timing difference arises from goodwill or from the initial recognition of other assets and liabilities in a transaction that affects neither the tax profit nor the accounting profit.

The carrying amount of deferred tax assets is reviewed at each reporting end date and reduced to the extent that it is no longer probable that sufficient taxable profits will be available to allow all or part of the asset to be recovered. Deferred tax is calculated at the tax rates that are expected to apply in the period when the liability is settled or the asset is realised. Deferred tax is charged or credited in the profit and loss account, except when it relates to items charged or credited directly to equity, in which case the deferred tax is also dealt with in equity. Deferred tax assets and liabilities are offset when the company has a legally enforceable right to offset current tax assets and liabilities and the deferred tax assets and liabilities relate to taxes levied by the same tax authority.



# CONTAGIOUS COMMUNICATIONS LIMITED

## NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

FOR THE YEAR ENDED 31 DECEMBER 2022

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### 1 Accounting policies

(Continued)

#### 1.13 Employee benefits

The costs of short-term employee benefits are recognised as a liability and an expense, unless those costs are required to be recognised as part of the cost of stock or fixed assets.

The cost of any unused holiday entitlement is recognised in the period in which the employee's services are received.

Termination benefits are recognised immediately as an expense when the company is demonstrably committed to terminate the employment of an employee or to provide termination benefits.

#### 1.14 Retirement benefits

Payments to defined contribution retirement benefit schemes are charged as an expense as they fall due.

#### 1.15 Leases

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

Assets held under finance leases are recognised as assets at the lower of the assets fair value at the date of inception and the present value of the minimum lease payments. The related liability is included in the balance sheet as a finance lease obligation. Lease payments are treated as consisting of capital and interest elements. The interest is charged to profit or loss so as to produce a constant periodic rate of interest on the remaining balance of the liability.

Rentals payable under operating leases, including any lease incentives received, are charged to profit or loss on a straight line basis over the term of the relevant lease except where another more systematic basis is more representative of the time pattern in which economic benefits from the leases asset are consumed.

#### 1.16 Government grants

Government grants are recognised at the fair value of the asset received or receivable when there is reasonable assurance that the grant conditions will be met and the grants will be received.

A grant that specifies performance conditions is recognised in income when the performance conditions are met. Where a grant does not specify performance conditions it is recognised in income when the proceeds are received or receivable. A grant received before the recognition criteria are satisfied is recognised as a liability.

#### 1.17 Foreign exchange

Transactions in currencies other than pounds sterling are recorded at the rates of exchange prevailing at the dates of the transactions. At each reporting end date, monetary assets and liabilities that are denominated in foreign currencies are retranslated at the rates prevailing on the reporting end date. Gains and losses arising on translation in the period are included in profit or loss.

#### 1.18 Invoice discounting

The company has an invoice discounting agreement that enables it to receive advances against its sales invoices. The company discloses both the debtors and creditors relating to this agreement separately within its balance sheet.

# CONTAGIOUS COMMUNICATIONS LIMITED

## NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

FOR THE YEAR ENDED 31 DECEMBER 2022

### 2 Employees

The average monthly number of persons (including directors) employed by the company during the year was:

|       | 2022<br>Number | 2021<br>Number |
|-------|----------------|----------------|
| Total | 37             | 35             |

### 3 Intangible fixed assets

|                                    | Other<br>£ |
|------------------------------------|------------|
| <b>Cost</b>                        |            |
| At 1 January 2022                  | 1,189,689  |
| Additions                          | 70,605     |
| At 31 December 2022                | 1,260,294  |
| <b>Amortisation and impairment</b> |            |
| At 1 January 2022                  | 1,054,324  |
| Amortisation charged for the year  | 82,357     |
| At 31 December 2022                | 1,136,681  |
| <b>Carrying amount</b>             |            |
| At 31 December 2022                | 123,613    |
| At 31 December 2021                | 135,365    |

# CONTAGIOUS COMMUNICATIONS LIMITED

## NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

FOR THE YEAR ENDED 31 DECEMBER 2022

### 4 Tangible fixed assets

|                                    | Plant and<br>machinery etc |
|------------------------------------|----------------------------|
|                                    | £                          |
| <b>Cost</b>                        |                            |
| At 1 January 2022                  | 188,513                    |
| Additions                          | 6,764                      |
| Disposals                          | (69,341)                   |
|                                    | <hr/>                      |
| At 31 December 2022                | 125,936                    |
|                                    | <hr/>                      |
| <b>Depreciation and impairment</b> |                            |
| At 1 January 2022                  | 159,444                    |
| Depreciation charged in the year   | 18,601                     |
| Eliminated in respect of disposals | (69,271)                   |
|                                    | <hr/>                      |
| At 31 December 2022                | 108,774                    |
|                                    | <hr/>                      |
| <b>Carrying amount</b>             |                            |
| At 31 December 2022                | 17,162                     |
|                                    | <hr/>                      |
| At 31 December 2021                | 29,069                     |
|                                    | <hr/>                      |

# CONTAGIOUS COMMUNICATIONS LIMITED

## NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

FOR THE YEAR ENDED 31 DECEMBER 2022

### 5 Fixed asset investments

|             | 2022<br>£ | 2021<br>£ |
|-------------|-----------|-----------|
| Investments | 1         | 1         |

#### Movements in fixed asset investments

|                                      | Shares in group<br>undertakings<br>£ |
|--------------------------------------|--------------------------------------|
| <b>Cost or valuation</b>             |                                      |
| At 1 January 2022 & 31 December 2022 | 1                                    |
| <b>Carrying amount</b>               |                                      |
| At 31 December 2022                  | 1                                    |
| At 31 December 2021                  | 1                                    |

### 6 Subsidiaries

Details of the company's subsidiaries at 31 December 2022 are as follows:

| Name of undertaking           | Registered<br>office | Nature of business                       | Class of<br>shares held | % Held |          |
|-------------------------------|----------------------|--|-------------------------|--------|----------|
|                               |                      |  |                         | Direct | Indirect |
| Contagious Communications Inc | USA                  | Global advertising intelligence provider | Ordinary                | 100.00 | 0        |

The aggregate capital and reserves and the result for the year of the subsidiaries noted above was as follows:

| Name of undertaking           | Profit<br>£ | Capital and<br>Reserves<br>£ |
|-------------------------------|-------------|------------------------------|
| Contagious Communications Inc | 15,158      | 221,184                      |

# CONTAGIOUS COMMUNICATIONS LIMITED

## NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

FOR THE YEAR ENDED 31 DECEMBER 2022

### 7 Debtors

|   | 2022             | 2021             |
|---|------------------|------------------|
|   | £                | £                |
| <b>Amounts falling due within one year:</b> |                  |                  |
| Trade debtors                               | 766,064          | 1,026,909        |
| Amounts owed by group undertakings          | 290,666          | 320,666          |
| Other debtors                               | 192,969          | 87,100           |
|   | <u>1,249,699</u> | <u>1,434,675</u> |
| Deferred tax asset                          | 1,782            | 3,862            |
|   | <u>1,251,481</u> | <u>1,438,537</u> |

### 8 Other creditors falling due within one year

|                                   | 2022           | 2021           |
|-----------------------------------|----------------|----------------|
|                                   | £              | £              |
| Trade creditors                   | 156,279        | 38,473         |
| Amounts due to group undertakings | 213,786        | 210,082        |
| Other creditors                   | 13,616         | 11,447         |
| Accruals                          | 532,380        | 563,986        |
|                                   | <u>916,061</u> | <u>823,988</u> |

### 9 Called up share capital

|                               | 2022         | 2021         | 2022         | 2021         |
|-------------------------------|--------------|--------------|--------------|--------------|
|                               | Number       | Number       | £            | £            |
| <b>Ordinary share capital</b> |              |              |              |              |
| <b>Issued and fully paid</b>  |              |              |              |              |
| Ordinary shares of £1 each    | 1,401        | 1,401        | 1,401        | 1,401        |
|                               | <u>1,401</u> | <u>1,401</u> | <u>1,401</u> | <u>1,401</u> |

### 10 Audit report information

As the income statement has been omitted from the filing copy of the financial statements, the following information in relation to the audit report on the statutory financial statements is provided in accordance with s444(5B) of the Companies Act 2006:

The auditor's report was unqualified.

Senior Statutory Auditor: Paul Maberly FCA  
Statutory Auditor: Mercer & Hole LLP

### 11 Financial commitments, guarantees and contingent liabilities

In accordance with the Rent Deposit Deed the landlord has a charge over the rent deposit held by them on behalf of the company covering all monies due to them from time to time to the maximum of the deposit held. At the balance sheet date, the rent deposit held by the landlord was £39,432 (2021: £47,123).

## CONTAGIOUS COMMUNICATIONS LIMITED

### NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

FOR THE YEAR ENDED 31 DECEMBER 2022

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#### 12 Operating lease commitments

##### Lessee

Operating lease payments represent rentals payable by the company for land and buildings.

At the reporting end date the company had outstanding commitments for future minimum lease payments under non-cancellable operating leases, as follows:

| 2022          | 2021          |
|---------------|---------------|
| £             | £             |
| 82,150        | 52,129        |
| <u>82,150</u> | <u>52,129</u> |

#### 13 Related party transactions

The company has taken advantage of the exemption available in FRS 102 1A, whereby it has not disclosed transactions with the ultimate parent company or any wholly owned subsidiary undertaking of the group.

#### 14 Parent company

The company's immediate and ultimate parent company is Steel River Media Limited, a company incorporated and registered in England. The registered office of Steel River Media Limited is 7 Bell Yard, London, WC2A 2JR. The company's financial statements are not incorporated into any group financial statements as Steel River Media Limited is not required to prepare consolidated financial statements.

This document was delivered using electronic communications and authenticated in accordance with the registrar's rules relating to electronic form, authentication and manner of delivery under section 1072 of the Companies Act 2006.