

**REGISTERED NUMBER: 06380764**

**TOTAL PEOPLE LIMITED**  
**STRATEGIC REPORT,**  
**REPORT OF THE DIRECTORS AND**  
**FINANCIAL STATEMENTS**  
**FOR THE YEAR ENDED 31 JULY 2022**



**CONTENTS OF THE FINANCIAL STATEMENTS  
FOR THE YEAR ENDED 31 JULY 2022**

	<b>Page</b>
<b>Company Information</b>	<b>1</b>
<b>Strategic Report</b>	<b>2</b>
<b>Report of the Directors</b>	<b>7</b>
<b>Independent Auditors' Report to the members of Total People Limited</b>	<b>9</b>
<b>Statement of Comprehensive Income</b>	<b>13</b>
<b>Balance Sheet</b>	<b>14</b>
<b>Statement of Changes in Equity</b>	<b>15</b>
<b>Notes to the Financial Statements</b>	<b>16</b>

**TOTAL PEOPLE LIMITED (REGISTERED NUMBER: 06380764)**

**COMPANY INFORMATION  
FOR THE YEAR ENDED 31 JULY 2022**

**DIRECTORS:**

G A Barlow  
M Bruce  
N Carberry  
A J Close  
A L Durose  
C M Hill  
P N Lanigan  
B J Lynch  
M J Nicholson  
J P Thornhill

**SECRETARY:**

L Lloyd-Williams

**REGISTERED OFFICE:**

Openshaw Campus & Administrative Centre  
Ashton Old Road  
Manchester  
M11 2WH

**REGISTERED NUMBER:**

06380764 (England and Wales)

**INDEPENDENT AUDITOR:**

KPMG LLP  
Statutory Auditors  
Chartered Accountants  
1 St Peter's Square  
Manchester  
M2 3AE

**STRATEGIC REPORT  
FOR THE YEAR ENDED 31 JULY 2022**

The directors present their Strategic report, together with the Report of the Directors, the audited financial statements and independent auditors' report, for Total People Limited ("the company") for the year ended 31 July 2022.

**REVIEW OF BUSINESS**

The principal activity of the company continues to be the provision of training and apprenticeships and blended distance learning. The Statement of Comprehensive Income is set out on page 13. The loss for the financial year of £203,231 (2021: profit £558,884) has been deducted from / transferred to reserves. The total equity of the company at 31 July 2022 was (£53,327) (2021: £149,904).

The company has undergone another challenging year with the legacy impact from the global pandemic still affecting some sectors with a significant proportion of apprenticeship learners still on catch up plans. Custodial and Care settings continued to be particularly impacted throughout 2021/22 with continued local lockdowns and staffing issues, all of which impacted on the learners' ability to progress through to achievement in a timely manner.

In the latter part of the year, Total People also experienced challenges as a direct result of the cost-of-living crisis and inflation. The company experienced both staff retention and recruitment issues, including specialist staff shortages due to the emerging cost of living crisis, pay pressure and a buoyant labour market. Specialist Tutor labour shortages impacted in a number of key sectors such as Electrical, Dental, Childcare, Refrigeration and Airconditioning, Custodial and English and Maths functional skills and the inability to recruit staff for planned cohorts and learners ready to start programmes. In addition, two corporate clients deferred large cohorts of starts in the last quarter of 2021/22 due to economic pressure.


In the first half-year, the business saw significant increases in both apprenticeship and commercial starts compared to the same period in 2020/21. In the second half of the year, the company experienced the impacts of the macro-economic environment and the effect that this had on employer's buying and recruitment decisions. This had a direct impact on starts, learners leaving employers and leaving programmes along with employer staffing issues that affected access to learners in the workplace. This led to lower starts than planned along with the associated on-programme payments (OPPs) and lower achievement payments in year, especially in the final quarter of the year as learners reached Gateway later than planned, which resulted in End Point Assessments (EPAs) and achievement falling outside of the contract year.

Despite these difficulties, good progress was made in the year in reducing Apprenticeship "out of funded" volumes from 2020/21 by more than 50%. These out of funding learners were as a direct result of the extended covid impacts. Out of funded learners took up caseload capacity with tutors, which exacerbated the ability to onboard new starts in a timely manner. However, there was an increase in learner volumes in some specific key sectors, for example in custody and detention, childcare, HR and construction. The company is now the largest Independent Learning Provider of Custodial Officer apprenticeships nationally. The company exited apprenticeship markets that were unviable, to concentrate on growth areas aligned to local, national and employer priorities.

The integration of MOL and Total People successfully took place on 1st November 2021, complimenting Total People's offering, especially with MOL being one of only four preferred suppliers of CIPD and also being a preferred provider for Propertymark. This enabled the company to maximise its expertise across the business, to cross-sell products and to offer an expanded portfolio of services and qualifications to our clients.

Total People continues to offer a blended learning offer across most of its provision. Changes to the funding rules continued in 2021/22, relaxations that were implemented during the pandemic were in the main reversed. There was a government commitment of extra employer incentives for those who employed an apprentice before 30<sup>th</sup> September and signed up to an apprenticeship programme before March 2022, which encouraged employers to recruit apprentices. However, this additional support for employers ceased in March 2022.

Despite the challenges of 2021/22, the underlying performance of the combined Total People business, including MOL, is growing. Compared to 2020/21, in 2021/22 there was a 30% increase in starts and occupancy, a 33% growth in apprenticeships starts and Functional Skills commercial contracts grew by 80%. In addition, CIPD starts grew by 14%, and this growth was supported by MOL securing a partnership agreement early in 2021/22 with CIPD, to become one of only four preferred providers of commercial CIPD products. There was considerable progress during the year in terms of income mix between funded income and commercial contracts, as the company transitions away from being fully reliant on ESFA-funding and third-party subcontracting.



**STRATEGIC REPORT - continued  
FOR THE YEAR ENDED 31 JULY 2022**

**REVIEW OF BUSINESS - continued**

In FY22, Total People worked with approximately 4,526 learners. This included approximately 760 16-to-18-year-old apprentices, 2,625 19-year-old + apprentices, 149 16-to-18-year-old Study Programme learners and 539 adult learners. In 2021/22, MOL worked with approximately 3,530 learners. This included 112 CMI learners, 66 APM learners, 397 Property Law learners, 1,458 CIPD learners, 32 MSc learners and approximately 1,531 Property Agency learners.

In early 2021/22, Total People secured its place on the Register of Apprenticeship Training Providers (RoATP), and gained accreditation for Secured ISO27001 and ISO9001, Matrix Information Advice and Guidance Standard. During the Ofsted inspection in May 2022, Total People was awarded an overall 'Requires Improvement', with AEB, 16-19 Study Programmes and High Needs delivery being awarded a "Good". The business with the support of the Group Quality Team has put in place an action plan to drive and monitor improvements focused on the five areas identified for improvement by Ofsted. Improvement is measured and tracked through a dashboard focused on key quality indicators.

Total Peoples Learner and employer satisfaction remain very high at 93% for apprentices, 89% for classroom learners and 89% for employers. ESFA learner and employer satisfaction is also rated as "Good".

MOL's customer satisfaction data is the highest amongst their competitors, with a Feefo score of 4.8 out of five stars and has maintained a Platinum status Trusted Service Award. The Feefo Platinum accreditation is based purely on interactions with our learners. All reviews are verified as genuine, so the accreditation is a true reflection of our commitment to delivering an outstanding customer experience. The award recognises organisations consistently achieving a service rating of at least 4.5 stars. MOL also holds the highest accreditation with CIPD and is only one of four organisations to be a CIPD Business to Business Partner. MOL won the Global Learning provider of HR Learning & development Courses 2022.

**FUTURE DEVELOPMENTS**

The company will continue to face some challenges during 2022/23, with no planned blanket funding uplifts on Apprenticeship and AEB, along with the rises in the cost of living and inflationary challenges. To minimise the impact on the business the company plans to reduce the volume of apprenticeships offered, concentrating on apprenticeships and qualifications that are aligned to the business strategy and to the local and national skills priorities.

Throughout 2022/23 there will be continued investment in the Total People and MOL workforce to tackle and settle the attrition issues seen in 2021/22. This will include continued investment in the real living wage and a planned minimum salary for Learning Coaches, along with learning coaches' salaries being better aligned to their sector specialism and competitors in the Independent Learning Provider sector.

The levy and commercial markets remain a significant opportunity, whilst also being a busy and competitive external market. The company has been successful in starting to expand its geographical reach through the award of large national levy contracts along with commercial contracts. Throughout 2022/23, the company will continue to develop its national footprint. This will be through levy and commercial clients in targeted markets, whilst also maintaining our Manchester, Cheshire, and Northwest focus, particularly for our classroom and workshop provision.

There remains continued demand for the company's services in the training, apprenticeships and commercial market. The company is situated in economic growth areas and has begun to align its portfolio with the local skills agendas. The company has maintained its strong links with local employers whilst building links with new local employers and large national employers. The company is expanding its commercial offer into the non-devolved nations along with an international delivery offer aligned through our CIPD partnership.

The company plans to launch new commercial products in the Educational Technology sector and has secured a strategic partnership to enable this. The company is also working closely with our partner CIPD to develop an international strategy to support our commercial offer and growth plans.

The company will continue to focus on supporting employers through either levy gifting or the digital service which was introduced in April 2020. The company has a clear focus and sales strategy, in line with the sectors which it intends to maintain and grow, and will focus on offering a full solution to small, medium and large levy and non-levy paying clients whilst expanding our reach into curriculum priority sectors and local demand.

## TOTAL PEOPLE LIMITED (REGISTERED NUMBER: 06380764)

### STRATEGIC REPORT - continued FOR THE YEAR ENDED 31 JULY 2022

#### FUTURE DEVELOPMENTS - continued

The company remains positive entering 2022/23 and maintains robust employer relationships. The company is benefitting from a growing pipeline of quality starts on both apprenticeships and commercial contracts, with a stronger opening apprenticeship occupancy in 2022/23 compared to 2021/22. In addition, out of funding learners are 50% less compared to 2021/22, and there is an improved apprenticeship pipeline visibility of 60% full year starts of 1,673, and an increased pipeline in commercial revenue.

#### KEY PERFORMANCE INDICATORS

The business plan is segmented into six main areas of focus. These are: people; customers; financial, compliance and legal; and innovation, with each area's success measured by a set of agreed key performance indicators ('KPIs').

Significant KPIs that reflect the overall performance of the company in 2021/22 include:

1. Successful outcome for the Register of Apprenticeship Training Providers. (RoATP)
2. The organisation continues to meet the requirements against the MATRIX standard for Information, Advice and Guidance which is a requirement of the key funder
3. Accreditation of ISO27001 and ISO9001.
4. Rated as Good by employers and learners on the ESFA website.

	2022	2021
	£	£
Turnover	10,341,866	10,290,313
Operating (loss) / profit	(313,461)	263,630

#### PRINCIPAL RISKS AND UNCERTAINTIES

The company's senior management regularly review these risks and their potential impact on the company and take mitigating action as necessary. The company has undertaken further work during the year to develop and embed the system of internal control, including financial, operational and risk management, which is designed to protect the company's assets and reputation.

External audits and inspections throughout 2021/22 confirmed that systems and controls were in place to mitigate risks; ESFA audit in 2021/21 resulted in a 0% error rate. In early 2021/22, Total People secured its place on the Register of Apprenticeship Training Providers (RoATP), and gained accreditation for Secured ISO27001 and ISO9001, Matrix Information Advice and Guidance Standard. During the Ofsted inspection in May 2022, Total People was awarded an overall 'Requires Improvement', with AEB, 16-19 Study Programmes and High Needs delivery being awarded a "Good". The business with the support of the Group Quality Team has put in place an action plan to drive and monitor improvements focused on the five areas identified for improvement by Ofsted. Improvement is measured and tracked through a dashboard focused on key quality indicators.

The directors undertake a comprehensive review of the risks to which the company is exposed. They identify systems and procedures, including specific preventable actions that should mitigate any potential impact on the company. The internal controls are then implemented, and the subsequent year's appraisal will review their effectiveness and progress against risk mitigation actions. In addition to the annual review, the directors will also consider any risks that may arise as a result of a new area of work being undertaken by the company.

Within the ultimate parent undertaking, LTE Group, Risk Registers are fully embedded in every business unit, including Total People and MOL. The Registers are continuously updated via the Group's new software platform, Protecht, and formally reviewed and approved by the Group's Executive Team on a quarterly basis and then subsequently by the Audit and Risk Committee. The risk register identifies the key risks, the likelihood of those risks occurring, their potential impact on the Group and the actions being taken to reduce and mitigate the risks. Risks are prioritised using a consistent scoring system. This is supported by a risk management training programme to raise awareness of risk throughout the Group.

**STRATEGIC REPORT - continued  
FOR THE YEAR ENDED 31 JULY 2022**

**PRINCIPAL RISKS AND UNCERTAINTIES – continued**

**Sector – continued**

The principal risks and uncertainties facing the company are described below.

**Sector**

Implementation of the Apprenticeship Reform Agenda (introduced in May 2017), coupled with the impact of the pandemic, has led to a decline in delivery volumes in the sector. The Department for Education has published apprenticeship and levy statistics covering August 2021 to June 2022. Apprenticeship starts were up by 14.1% to 288,800, compared to 253,100 reported for the same period in the previous year. Compared to the same period in 2018/19, starts are down by 7.2%.

Learner participation increased by 5.4% to 692,900, compared to 657,100 reported for the same period in the previous year. Compared to the same period in 2018/19, learner participation is up by 2.0%. Apprenticeship achievements decreased by 11.7% to 87,900, compared to 99,600 reported for the same period in the previous year. Compared to the same period in 2018/19, achievements are down by 27.9%.

Of the 288,800 apprenticeship starts in the first three quarters of the 2021/22 academic year:

The proportion of apprenticeship starts in the under 19 age group is recovering following the drop seen this time last year. The proportion now stands at 23.7% but has not yet returned to the 26.8% seen in 2018/19. Whilst the number of starts from learners aged 25+ has increased since this time last year, the proportion has dropped from 49.6% to 45.5%.

The introduction of the digital apprenticeship service for all employers, including non-levy paying employers from April 2020, has released some of the pressure on the non-levy funding allocations and the restrictions on starts. Total People have further bolstered this through levy gifting. Meeting these gifting expectations, either directly or through engagement with hubs created by some of the combined authorities, would further release the pressure on this allocation.

**Macro-economic pressure**

In 2021/22, the company experienced the impacts of the macro-economic environment and the effect that this had on employers buying and recruitment decisions. This had a direct impact on starts, learners leaving employers and leaving programmes along with employer staffing issues that affected access to learners in the workplace. As inflation continues to rise in 2022/23, the company will remain vigilant in monitoring and mitigating these macro-economic challenges.

**COVID-19 Crisis and economy impacts**

In 2021/22, there were several key challenges because of COVID-19 and its legacy that the company continued to face. Throughout 2021/22, the company has seen furloughed learners returning to the workplace and employers recruiting new apprentices, but this has led to large volumes of learners being behind on their progress and large volumes being “out of funding”. This has further impacted on achievement and on programme income.

Whilst the sector has seen an increase of 14.1% in apprenticeship starts in 2021/22 compared to the same periods in 2020/21, the sector has not fully recovered back to pre-pandemic numbers, which are down by 7.2% levels compared to 2018/19.

**Financial**

The company’s financial risk management objectives are to achieve growth in turnover and operating profit and to generate positive cash flows from its operating activities.

This will be achieved by targeting a sustainable level of apprenticeship starts, aligning starts by discipline to existing staff already employed, maximising contribution by ensuring full caseload capacity and focusing on the value of apprenticeship linked to core areas of strengths. Further contribution will be generated from a rationalised cost base, existing unnecessary premises and a move to more in house delivery,

**STRATEGIC REPORT - continued  
FOR THE YEAR ENDED 31 JULY 2022**

**Health, safety and environment**

Total People is committed to the safety of all staff, clients, sub-contractors, members of the public and the environment. This has been further enhanced to ensure that all training sites, employer site visits and learning tasks have undergone full risk assessment to ensure the safe delivery of programmes for learners and colleagues.

**GOING CONCERN**

The financial statements have been prepared on a going concern basis which the directors consider to be appropriate for the following reasons.

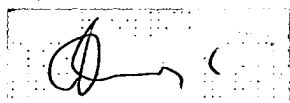
The directors have considered the group's flow cash flow forecasts for a period of 12 months from the date of approval of these financial statements which indicate that, taking account of reasonably possible downsides, the company will have sufficient funds to meet its liabilities as they fall due for that period.

Those forecasts are dependent on the company's immediate parent (LTE Group) not seeking repayment of the amounts currently due, which at 31 July 2022 amounted to £2,197,337. LTE Group has indicated that it seeks an annual repayment of £630,000, but will not recall this if there are insufficient funds and have duly extended their parental guarantee to January 2024 to demonstrate its ongoing support for the business. As with any company placing reliance on other group entities for financial support, the directors acknowledge that there can be no certainty that this support will continue although, at the date of approval of these financial statements, they have no reason to believe that it will not do so.

Consequently, the directors are confident that the company will have sufficient funds to continue to meet its liabilities as they fall due for at least 12 months from the date of approval of the financial statements and therefore have prepared the financial statements on a going concern basis.

Further details regarding the adoption of the going concern basis can be found in the Accounting Policies note in the financial statements.

**ON BEHALF OF THE BOARD:**



.....  
B J Lynch - Director

Date: 22 December 2022



**TOTAL PEOPLE LIMITED (REGISTERED NUMBER: 06380764)**

**REPORT OF THE DIRECTORS  
FOR THE YEAR ENDED 31 JULY 2022**

The directors present their report with the audited financial statements of the company for the year ended 31 July 2022.

**REGISTERED OFFICE**

The registered office of the company is Openshaw Campus and Administrative Centre, Ashton Old Road, Manchester M11 2WH

**FUTURE DEVELOPMENTS**

Likely future developments in the company's business are discussed in the strategic report.

**CHARITABLE DONATION**

The directors have agreed a charitable donation by gift aid to LTE Group of £Nil (2021 – £Nil).

**DIVIDENDS**

No dividends (interim or final) were paid during the year (2021 – £Nil).

**DIRECTORS**

The directors shown below held office during the whole of the period from 1 August 2021 to the date of this report, or from the date of appointment noted below:

G A Barlow  
M Bruce (appointed 1 August 2022)  
N Carberry (appointed 16 September 2022)  
A J Close (appointed 1 January 2022)  
R W Cressey (resigned 1 January 2022)  
A L Durose  
C M Hill (appointed 29 March 2022)  
P N Lanigan  
B J Lynch  
M J Nicholson  
J P Thornhill

There have been no other changes in directors holding office from 1 August 2021 to the date of this report.

**STRATEGIC REPORT**

The Company has chosen in accordance with Companies Act 2006 s. 414C(11) to set out in the company's strategic report information required by the Large and Medium-sized Companies and Groups (Accounts and Reports) Regulations 2008 Sch. 7 to be contained in the Report of the Directors. It has done so in respect of future developments and financial risk management.

**DIRECTORS' INSURANCE AND INDEMNITIES**

The directors had the benefit of directors' and officers' liability insurance maintained by its ultimate parent company LTE Group throughout the year. LTE Group has entered into qualifying third party indemnity arrangements for the benefit of all the company's directors in a form and scope which comply with the requirements of the Companies Act 2006 and which were in force throughout the year and remain in force.

**EMPLOYEES**

**Equal opportunities**

Total People is committed to the promotion of equality and diversity for all employees and learners. We aim to create and maintain a culture where employees and learners are treated solely on the basis of their abilities, knowledge, skills and behaviours regardless of age, pregnancy and maternity, sex, disability, marriage and civil partnerships, race, religion or belief, gender reassignment and sexual orientation.

Total People annually review equality and diversity data, strategy, policy and processes ensuring appropriate actions are taken.

**Colleague involvement**

On an ongoing basis, colleagues have opportunities to engage in a variety of ways about changes that may affect them. There is a weekly all-colleague webinar led by the MD / Deputy MD which covers all aspects of the business including, KPIs, H&S, safeguarding, CPD activities, learner data sets, colleague and learner wellbeing and general all-colleague updates. There is a comprehensive set of communications for all colleagues including weekly newsletters, in addition to monthly team meetings which all have space for feedback and consultation. There is also a "Friday update" from the Senior Leadership Team (SLT) which includes a summary of discussions at the SLT meeting and an opportunity to feedback or ask questions through the "ask SLT" email address.

**TOTAL PEOPLE LIMITED (REGISTERED NUMBER: 06380764)**

**REPORT OF THE DIRECTORS - continued  
FOR THE YEAR ENDED 31 JULY 2022**

**Colleague involvement - continued**

The communication framework is used to ensure that all colleagues are kept up to date with the business performance of the company and the financial and economic factors affecting its performance. The meetings also provide an opportunity for all colleagues to engage with important and up to date information about key events and provide feedback. An annual BCI colleague survey is undertaken annually, with spot surveys undertaken where specific feedback required. In addition, all teams continue to hold CPD training sessions.

**STATEMENT OF DIRECTORS' RESPONSIBILITIES IN RESPECT OF THE FINANCIAL STATEMENTS**

The directors are responsible for preparing the Annual Report and the financial statements in accordance with applicable law and regulation.

Company law requires the directors to prepare financial statements for each financial year. Under that law the directors have prepared the financial statements in accordance with United Kingdom Generally Accepted Accounting Practice (United Kingdom Accounting Standards, comprising FRS 102 "The Financial Reporting Standard applicable in the UK and Republic of Ireland", 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 the financial statements, the directors are required to:

- select suitable accounting policies and then apply them consistently;
- state whether applicable United Kingdom Accounting Standards, comprising FRS 102, have been followed, subject to any material departures disclosed and explained in the financial statements;
- make judgements and accounting estimates that are reasonable and prudent; and
- prepare the financial statements on the going concern basis unless it is inappropriate to presume that the company will continue in business.

The directors are 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.

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.

**DIRECTORS' CONFIRMATIONS**

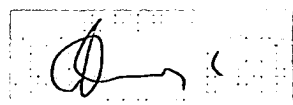
In the case of each director in office at the date the Report of the Directors is approved:

- so far as the director is aware, there is no relevant information of which the company's auditors are unaware, and
- they have taken all the steps that they ought to have 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.

**INDEPENDENT AUDITOR**

The auditors, KPMG LLP, offer themselves for reappointment in accordance with section 487(2) of the Companies Act 2006.

**ON BEHALF OF THE BOARD:**



.....  
B J Lynch - Director

Date: 22 December 2022

**INDEPENDENT AUDITOR'S REPORT TO THE MEMBERS OF TOTAL PEOPLE LIMITED  
FOR THE YEAR ENDED 31 JULY 2022**

**Opinion**

We have audited the financial statements of Total People Limited ("the Company") for the year ended 31 July 2022, which comprise the Profit and Loss Account, Balance Sheet, Statement of Changes in Equity, and Notes to the Financial Statements, and related notes, including the accounting policies in note 1. In our opinion the financial statements:

- give a true and fair view of the state of the Company's affairs as at 31 July 2022 and of its profit for the year then ended;
- have been properly prepared in accordance with UK accounting standards, including FRS 102 *The Financial Reporting Standard applicable in the UK and Republic of Ireland*; 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 are described below. We have fulfilled our ethical responsibilities under, and are independent of the Company in accordance with, UK ethical requirements including the FRC Ethical Standard. We believe that the audit evidence we have obtained is a sufficient and appropriate basis for our opinion.

**Going concern**

The directors have prepared the financial statements on the going concern basis as they do not intend to liquidate the Company or to cease its operations, and as they have concluded that the Company's financial position means that this is realistic. They have also concluded that there are no material uncertainties that could have cast significant doubt over its ability to continue as a going concern for at least a year from the date of approval of the financial statements ("the going concern period").

In our evaluation of the directors' conclusions, we considered the inherent risks to the Company's business model and analysed how those risks might affect the Company's financial resources or ability to continue operations over the going concern period.

Our conclusions based on this work:

- we consider that the directors' use of the going concern basis of accounting in the preparation of the financial statements is appropriate;
- we have not identified, and concur with the directors' assessment that there is not, a material uncertainty related to events or conditions that, individually or collectively, may cast significant doubt on the Company's ability to continue as a going concern for the going concern period.

However, as we cannot predict all future events or conditions and as subsequent events may result in outcomes that are inconsistent with judgements that were reasonable at the time they were made, the above conclusions are not a guarantee that the Company will continue in operation.

**Fraud and breaches of laws and regulations – ability to detect**

To identify risks of material misstatement due to fraud ("fraud risks") we assessed events or conditions that could indicate an incentive or pressure to commit fraud or provide an opportunity to commit fraud. Our risk assessment procedures included:

- Enquiring of the Board of Directors and inspection of policy documentation as to the Company's high-level policies and procedures to prevent and detect fraud, as well as whether they have knowledge of any actual, suspected or alleged fraud.
- Reading Board minutes.
- Using analytical procedures to identify any unusual or unexpected relationships.

**INDEPENDENT AUDITOR'S REPORT TO THE MEMBERS OF TOTAL PEOPLE LIMITED -  
continued**

**FOR THE YEAR ENDED 31 JULY 2022**

We communicated identified fraud risks throughout the audit team and remained alert to any indications of fraud throughout the audit.

As required by auditing standards, we perform procedures to address the risk of management override of controls and the risk of fraudulent revenue recognition, in particular the risk that income is recognised in the incorrect financial year and is overstated, and the risk that management may be in a position to make inappropriate accounting entries.

We did not identify any additional fraud risks. We performed procedures including:

- Identifying journal entries and other adjustments to test based on risk criteria and comparing the identified entries to supporting documentation. These included journals posted to cash that were considered outside of the normal course of business and journals to cash of non-standard transaction types.

*Identifying and responding to risks of material misstatement due to non-compliance with laws and regulations*

We identified areas of laws and regulations that could reasonably be expected to have a material effect on the financial statements from our general commercial and sector experience and through discussion with the directors (as required by auditing standards) and discussed with the directors the policies and procedures regarding compliance with laws and regulations.

We communicated identified laws and regulations throughout our team and remained alert to any indications of non-compliance throughout the audit.

The potential effect of these laws and regulations on the financial statements varies considerably.

Firstly, the company is subject to laws and regulations that directly affect the financial statements including financial reporting legislation (including related company legislation) and taxation legislation. We assessed the extent of compliance with these laws and regulations as part of our procedures on the related financial statement items.

Secondly, the company is subject to many other laws and regulations where the consequences of non-compliance could have a material effect on amounts or disclosures in the financial statements. We identified the following areas as those most likely to have such an effect: employment law, health and safety and certain aspects of company legislation recognising the nature of the company's activities and its legal form. Auditing standards limit the required audit procedures to identify non-compliance with these laws and regulations to enquiry of the directors and inspection of regulatory and legal correspondence, if any. Therefore, if a breach of operational regulations is not disclosed to us or evident from relevant correspondence, an audit will not detect that breach.

*Context of the ability of the audit to detect fraud or breaches of law or regulation*

Owing to the inherent limitations of an audit, there is an unavoidable risk that we may not have detected some material misstatements in the financial statements, even though we have properly planned and performed our audit in accordance with auditing standards. For example, the further removed non-compliance with laws and regulations is from the events and transactions reflected in the financial statements, the less likely the inherently limited procedures required by auditing standards would identify it.

In addition, as with any audit, there remained a higher risk of non-detection of fraud, as these may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal controls. Our audit procedures are designed to detect material misstatement. We are not responsible for preventing non-compliance or fraud and cannot be expected to detect non-compliance with all laws and regulations.

**Directors' report**

The directors are responsible for the directors' report. Our opinion on the financial statements does not cover that report and we do not express an audit opinion thereon.

Our responsibility is to read the directors' report and, in doing so, consider whether, based on our financial statements audit work, the information therein is materially misstated or inconsistent with the financial statements or our audit knowledge. Based solely on that work:

**INDEPENDENT AUDITOR'S REPORT TO THE MEMBERS OF TOTAL PEOPLE LIMITED -  
continued  
FOR THE YEAR ENDED 31 JULY 2022**

- we have not identified material misstatements in the directors' report;
- in our opinion the information given in that report for the financial year is consistent with the financial statements; and
- in our opinion that report has been prepared in accordance with the Companies Act 2006.

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

Under the Companies Act 2006 we are required 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 take advantage of the small companies exemption from the requirement to prepare a strategic report.

We have nothing to report in these respects.

**Directors' responsibilities**

As explained more fully in their statement set out on page 8, the directors are responsible for: the preparation of the financial statements and for being satisfied that they give a true and fair view; such internal control as they determine is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error; 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 they either intend to liquidate the Company or to cease operations, or have no realistic alternative but to do so.

**Auditor's responsibilities**

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 our opinion in an auditor's report. Reasonable assurance is a high level of assurance, but does not 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 aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of the financial statements.

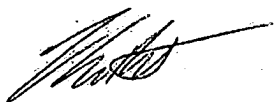
A fuller description of our responsibilities is provided on the FRC's website at [www.frc.org.uk/auditorsresponsibilities](http://www.frc.org.uk/auditorsresponsibilities).

**The purpose of our audit work and to whom we owe our responsibilities**

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.

**TOTAL PEOPLE LIMITED (REGISTERED NUMBER: 06380764)**

**INDEPENDENT AUDITOR'S REPORT TO THE MEMBERS OF TOTAL PEOPLE LIMITED -  
continued  
FOR THE YEAR ENDED 31 JULY 2022**



**Clare Partridge (Senior Statutory Auditor)**  
**for and on behalf of KPMG LLP, Statutory Auditor**  
*Chartered Accountants*  
1 St Peter's Square  
Manchester  
M2 3AE

9 January 2023

**TOTAL PEOPLE LIMITED (REGISTERED NUMBER: 06380764)****STATEMENT OF COMPREHENSIVE INCOME  
FOR THE YEAR ENDED 31 JULY 2022**

	Note	2022 £	2021 £
<b>TURNOVER</b>	3	10,341,866	10,290,313
Cost of sales		<u>(8,736,277)</u>	<u>(7,915,205)</u>
<b>GROSS PROFIT</b>		1,605,589	2,375,108
Administrative expenses		<u>(1,919,050)</u>	<u>(2,111,478)</u>
<b>OPERATING (LOSS) / PROFIT</b>	3	(313,461)	263,630
Interest receivable and similar income		<u>1,197</u>	<u>293</u>
<b>(LOSS) / PROFIT BEFORE TAXATION</b>		(312,264)	263,923
Tax on (loss) / profit	4	<u>109,033</u>	<u>294,961</u>
<b>(LOSS) / PROFIT FOR THE FINANCIAL YEAR</b>		<u><u>(203,231)</u></u>	<u><u>558,884</u></u>

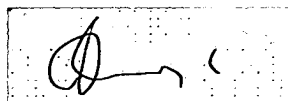
The notes form part of these financial statements

**TOTAL PEOPLE LIMITED (REGISTERED NUMBER: 06380764)****BALANCE SHEET  
AS AT 31 JULY 2022**

	Note	2022 £	2021 £
<b>FIXED ASSETS</b>			
Tangible assets	5	161,808	140,380
Investments	6	<u>1</u>	<u>1</u>
		161,809	140,381
<b>CURRENT ASSETS</b>			
Stocks		4,577	-
Debtors	7	3,856,058	2,991,633
Cash at bank and in hand		<u>332,438</u>	<u>798,247</u>
		4,193,073	3,789,880
<b>CREDITORS:</b>			
Amounts falling due within one year	8	<u>(2,658,196)</u>	<u>(1,656,982)</u>
<b>NET CURRENT ASSETS</b>		<u>1,534,877</u>	<u>2,132,898</u>
<b>TOTAL ASSETS LESS CURRENT LIABILITIES</b>		1,696,686	2,273,279
<b>CREDITORS:</b>			
Amounts falling due after more than one year	9	(1,690,013)	(2,123,375)
<b>PROVISIONS FOR LIABILITIES</b>	11	(60,000)	-
<b>NET (LIABILITIES) / ASSETS</b>		<u>(53,327)</u>	<u>149,904</u>
<b>CAPITAL AND RESERVES</b>			
Called up share capital	13	800	800
Share premium account	16	900	900
Retained earnings	16	<u>(55,027)</u>	<u>148,204</u>
<b>TOTAL EQUITY</b>		<u>(53,327)</u>	<u>149,904</u>

The financial statements on pages 13 to 24 were approved by the Board of Directors on 7 December 2022 and were signed on its behalf, on 22 December 2022.

Signed on behalf of the Board of Directors



B J Lynch - Director

The notes form part of these financial statements



**TOTAL PEOPLE LIMITED (REGISTERED NUMBER: 06380764)**

**STATEMENT OF CHANGES IN EQUITY  
FOR THE YEAR ENDED 31 JULY 2022**

	Called up share capital £	Retained earnings £	Share premium account £	Total equity £
<b>Balance at 1 August 2020</b>	800	(410,680)	900	(408,980)
<b>Changes in equity</b>				
Profit and total comprehensive income for the year	-	558,884	-	558,884
<b>Balance at 31 July 2021</b>	<u>800</u>	<u>148,204</u>	<u>900</u>	<u>149,904</u>
<b>Changes in equity</b>				
Loss and total comprehensive income for the year	-	(203,231)	-	(203,231)
<b>Balance at 31 July 2022</b>	<u>800</u>	<u>(55,027)</u>	<u>900</u>	<u>(53,327)</u>

The notes form part of these financial statements

**NOTES TO THE FINANCIAL STATEMENTS  
FOR THE YEAR ENDED 31 JULY 2022**

**1. ACCOUNTING POLICIES**

The principal accounting policies applied in the preparation of these financial statements are set out below. These policies have been consistently applied to the years presented, unless otherwise stated.

**General Information**

The company is a private company limited by shares and incorporated in the United Kingdom. Its registered office is Openshaw Campus & Administrative Centre, Ashton Old Road, Manchester M11 2WH.

**Recognition of turnover**

A significant judgement has been made in the preparation of these financial statements relating to the recognition of turnover, which is measured by comparing costs incurred for work performed to the balance sheet date to the total estimated contract costs. Using this information management makes judgements relating to the stage of completion of contracts and their expected outcome in order to recognise turnover in the Statement of Comprehensive Income and determine deferred income at the balance sheet date.

**Going concern**

The financial statements have been prepared on a going concern basis which the directors consider to be appropriate for the following reasons:

The directors have considered the group's flow cash flow forecasts for a period of 12 months from the date of approval of these financial statements which indicate that, taking account of reasonably possible downsides, the company will have sufficient funds to meet its liabilities as they fall due for that period.

Those forecasts are dependent on the company's immediate parent (LTE Group) not seeking repayment of the amounts currently due, which at 31 July 2022 amounted to £2,197,337. LTE Group has indicated that it seeks an annual repayment of £630,000, but will not recall this if there are insufficient funds and have duly extended their parental guarantee to January 2024 to demonstrate its ongoing support for the business. As with any company placing reliance on other group entities for financial support, the directors acknowledge that there can be no certainty that this support will continue although, at the date of approval of these financial statements, they have no reason to believe that it will not do so.

Consequently, the directors are confident that the company will have sufficient funds to continue to meet its liabilities as they fall due for at least 12 months from the date of approval of the financial statements and therefore have prepared the financial statements on a going concern basis.

**Accounting convention**

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

FRS 102 allows a qualifying entity certain disclosure exemption, subject to conditions. The company has taken advantage of the following exemptions:

- from preparing a statement of cash flows;
- from the financial instrument disclosures, required under FRS 102 paragraphs 11.42, 11.44, 11.45, 11.47, 11.48(a)(iii), 11.48(a)(iv), 11.48(b), 11.48(c), 12.26, 12.27, 12.29(a), 12.29(b) and 12.29A as the information is provided in the consolidated financial statements of the company's parent LTE Group;
- from disclosing the company key management personnel compensation, as required by FRS 102 paragraph 33.7.

The financial statements are presented in Sterling (£).

**Investments**

Investments are stated at cost, less any impairment provision.

The financial statements contain information about Total People Limited as an individual company and do not contain consolidated financial information as the parent of a group. The company is exempt under section 400 of the Companies Act 2006 from the requirements to prepare consolidated financial statements as it and its subsidiary undertaking are included by full consolidation in the financial statements of its parent, LTE Group.

**Turnover**

Turnover is derived from the principal activity of the company. Turnover represents contract payments from government bodies and other income receivable in the period, excluding value added tax. Turnover is recognised on these contracts by reference to the stage of completion of the contract. The stage of completion is measured by comparing the costs incurred for work performed to date to the total estimated contract costs. Turnover is only recognised to the extent of recoverable expenses when the outcome of a contract cannot be estimated reliably.

**NOTES TO THE FINANCIAL STATEMENTS - continued  
FOR THE YEAR ENDED 31 JULY 2022**

**1. ACCOUNTING POLICIES - continued**

**Tangible fixed assets**

Depreciation is provided at the following annual rates in order to write off each asset over its estimated useful life.

Short leasehold	-	Straight line over the lease term
Plant and machinery	-	10% straight line
Fixtures and fittings	-	33%, 20% and 10% straight line
Motor vehicles	-	25% straight line
Computer equipment	-	25% and 33% straight line

Tangible fixed assets are stated at cost, net of depreciation and any provision for impairment.

**Impairment of assets**

At each reporting date fixed assets are reviewed to determine whether there is any indication that those assets have suffered an impairment loss. If there is an indication of possible impairment, the recoverable amount of any affected asset is estimated and compared with its carrying amount. If the estimated recoverable amount is lower, the carrying amount is reduced to its estimated recoverable amount, and an impairment loss is recognised immediately in the Income Statement.

If an impairment loss subsequently reverses, the carrying amount of the asset is increased to the revised estimate of its recoverable amount, but not in excess of the amount that would have been determined had no impairment loss been recognised in prior years. A reversal of an impairment loss is recognised immediately in the Income Statement.

**Hire purchase and leasing commitments**

Rentals paid under operating leases are charged to profit or loss on a straight-line basis over the period of the lease.

**Pension costs and other post-retirement benefits**

The company operates a defined contribution pension scheme. Contributions payable to the company's pension scheme are charged to the profit and loss account in the period to which they relate.

The company also makes contributions to employees' own personal plans, on the same basis as contributions are made to the company scheme.

**Taxation**

Current tax is recognised for the amount of income tax payable in respect of the taxable profit for the current or past reporting periods using the tax rates and laws that have been enacted or substantively enacted by the reporting date.

Deferred tax is recognised in respect of all timing differences at the reporting date, except as otherwise indicated.

Deferred tax assets are only 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.

In accordance with the exception permitted by Financial Reporting Standard 102 paragraph 29.14A, deferred tax liabilities are not recognised in respect of distributions to members that are qualifying charitable donations under Part 6 of the Corporation Tax Act 2010 when it is probable that payment will be made within nine months of the reporting date.

If and when all conditions for retaining tax allowances for the cost of a fixed asset have been met, the deferred tax is reversed.

A deferred tax liability or asset is recognised for the additional tax that will be paid or avoided in respect of assets and liabilities that are recognised in a business combination. The amount attributed to goodwill is adjusted by the amount of deferred tax recognised.

Deferred tax is calculated using the tax rates and laws that have been enacted or substantively enacted by the reporting date that are expected to apply to the reversal of the timing difference.

The tax expense (income) is presented either in the Income Statement, Other Comprehensive Income or Equity, depending on the transaction that resulted in the tax expense (income).

Deferred tax liabilities are presented within provisions for liabilities and deferred tax assets within debtors. Deferred tax assets and deferred tax liabilities are offset only if:

- the company has a legally enforceable right to set off current tax assets against current tax liabilities, and

**NOTES TO THE FINANCIAL STATEMENTS - continued  
FOR THE YEAR ENDED 31 JULY 2022**

**1. ACCOUNTING POLICIES - continued**

**Taxation - continued**

- the deferred tax assets and deferred tax liabilities relate to income taxes levied by the same taxation authority on either the same taxable entity or different taxable entities which intend either to settle current tax liabilities on a net basis, or to realise the assets and settle the liabilities simultaneously.

**Debtors**

Short term debtors are measured at transaction price, less any impairment.

**Creditors**

Short term trade creditors are measured at transaction price.

**Financial instruments**

The company has chosen to adopt Sections 11 and 12 of FRS 102 in respect of financial instruments.

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

A financial liability exists where there is a contractual obligation to deliver cash or another financial asset to another entity, or to exchange financial assets or financial liabilities under potentially unfavourable conditions. In addition, contracts which result in the entity delivering a variable number of its own equity instruments are financial liabilities. Shares containing such obligations are classified as financial liabilities.

Finance costs and gains or losses relating to financial liabilities are included in the profit and loss account. The carrying amount of the liability is increased by the finance cost and reduced by payments made in respect of that liability. Finance costs are calculated so as to produce a constant rate of charge on the outstanding liability. Debt issue costs are offset against the debt and amortised over the term of the loan.

An equity instrument is any contract that evidences a residual interest in the assets of the company after deducting all of its liabilities. Dividends and distributions relating to equity instruments are debited directly to reserves.

**2. STAFF COSTS**

	2022	2021
	£	£
Wages and salaries	5,828,319	4,319,441
Social security costs	546,646	395,573
Other pension costs	264,736	190,748
Termination payments	<u>3,120</u>	<u>347,275</u>
	<u>6,642,821</u>	<u>5,253,037</u>

The average monthly number of employees during the year was as follows:

	2022	2021
	No.	No.
Learning coaches, tutors and advisers	105	92
Business Development, administration and support services	<u>118</u>	<u>85</u>
	<u>223</u>	<u>177</u>

**NOTES TO THE FINANCIAL STATEMENTS - continued  
FOR THE YEAR ENDED 31 JULY 2022**

**3. TURNOVER AND OPERATING (LOSS) / PROFIT**

The majority of turnover is derived from the rendering of services within the UK, with some online products (UK professional qualifications, delivered in English) sold to learners internationally.

The operating (loss) / profit is stated after charging:

	2022	2021
	£	£
Hire of plant and machinery	32,886	20,654
Other operating leases	222,576	312,536
Depreciation - owned assets	41,105	51,695
Auditors' remuneration for audit services – current year audit	<u>40,740</u>	<u>40,740</u>

There were no directors to whom retirement benefits were accruing in the year (2021: none).

No directors' emoluments (2021: none) were paid in relation to services to the company.

**4. TAX ON (LOSS) / PROFIT**

**Analysis of the tax credit**

The tax on (loss) / profit for the year was as follows:

	2022	2021
	£	£
Deferred tax – origination and reversal of timing differences	<u>(109,033)</u>	<u>(294,961)</u>
Tax on (loss) / profit	<u>(109,033)</u>	<u>(294,961)</u>

NOTES TO THE FINANCIAL STATEMENTS - continued  
FOR THE YEAR ENDED 31 JULY 2022

## 4. TAX ON PROFIT/ (LOSS) - continued

**Reconciliation of total tax credit included in profit and loss**

The tax assessed for the year is lower (2021: lower) than the standard rate of corporation tax in the UK. The difference is explained below:

	2022 £	2021 £
(Loss) / profit before taxation	<u>(312,264)</u>	<u>263,923</u>
(Loss) / Profit / before taxation multiplied by the standard rate of corporation tax in the UK of 19.00% (2021 – 19.00%)	(59,330)	50,145
Effects of:		
Expenses not deductible for tax purposes	7,352	4,472
Capital allowances less than depreciation	-	9,822
Losses brought forward	-	(57,773)
Pensions paid	(7,162)	(6,666)
Group relief surrendered	853	-
Movement in deferred tax	<u>(50,746)</u>	<u>(294,961)</u>
Total tax credit	<u>(109,033)</u>	<u>(294,961)</u>

The company had unused trading losses of £1,622,595 at 31 July 2022 (2021 – (£1,276,444)) available for offset against future taxable profits. In 2021, a deferred tax asset was recognised in respect of these losses as it is probable that they will be recovered against future taxable profits (notes 7 and 12).

## 5. TANGIBLE ASSETS

	Short leasehold £	Plant and machinery £	Fixtures and fittings £
<b>COST</b>			
At 1 August 2021	75,098	240,484	285,331
Additions	<u>-</u>	<u>3,413</u>	<u>-</u>
At 31 July 2022	<u>75,098</u>	<u>243,897</u>	<u>285,331</u>
<b>ACCUMULATED DEPRECIATION</b>			
At 1 August 2021	44,422	168,225	273,553
Charge for year	<u>7,088</u>	<u>17,446</u>	<u>5,595</u>
At 31 July 2022	<u>51,510</u>	<u>185,671</u>	<u>279,148</u>
<b>NET BOOK VALUE</b>			
At 31 July 2022	<u>23,588</u>	<u>58,226</u>	<u>6,183</u>
At 31 July 2021	<u>30,676</u>	<u>72,259</u>	<u>11,778</u>

**TOTAL PEOPLE LIMITED (REGISTERED NUMBER: 06380764)**

**NOTES TO THE FINANCIAL STATEMENTS - continued  
FOR THE YEAR ENDED 31 JULY 2022**

**5. TANGIBLE ASSETS - continued**

	Computer equipment £	Total £
<b>COST</b>		
At 1 August 2021	871,033	1,471,946
Additions	<u>59,121</u>	<u>62,533</u>
At 31 July 2022	<u>930,153</u>	<u>1,534,479</u>
<b>ACCUMULATED DEPRECIATION</b>		
At 1 August 2021	845,366	1,331,566
Charge for year	<u>10,976</u>	<u>41,105</u>
At 31 July 2022	<u>856,342</u>	<u>1,372,671</u>
<b>NET BOOK VALUE</b>		
At 31 July 2022	<u>73,811</u>	<u>161,808</u>
At 31 July 2021	<u>25,667</u>	<u>140,380</u>

**6. INVESTMENTS**

	Shares in group undertakings £
<b>COST</b>	
At 1 August 2021 and 31 July 2022	<u>1</u>
<b>NET BOOK VALUE</b>	
At 31 July 2022	<u>1</u>
At 31 July 2021	<u>1</u>

The company's investments at the balance sheet date in the share capital of companies comprise the following:

**The Total Apprenticeship Training Company Limited**

The registered office of The Total Apprenticeship Training Company Limited is Openshaw Campus & Administrative Centre, Ashton Old Road, Manchester, United Kingdom M11 2WH. The company did not trade during the year ended 31 July 2022.

	2022 %	2021 %
Class of shares:	Holding	Holding
Ordinary	100.00	100.00
	2022 £	2021 £
Aggregate capital and reserves	(13,672)	(27,445)
Result/ (Loss) for the year	13,773	(300)

**TOTAL PEOPLE LIMITED (REGISTERED NUMBER: 06380764)****NOTES TO THE FINANCIAL STATEMENTS - continued  
FOR THE YEAR ENDED 31 JULY 2022****7. DEBTORS**

	2022	2021
	£	£
Trade debtors	1,056,012	694,871
Amounts owed by group undertakings	970,008	898,725
Corporation tax debtor	-	22,120
Other debtors	378,709	269,676
Prepayments and accrued income	<u>1,451,329</u>	<u>1,106,241</u>
	<u>3,856,058</u>	<u>2,991,633</u>

Trade debtors are stated net of a doubtful debt provision of £47,742 (2021: £109,427). The trade debtors balance has increased year-on-year due to the integration of MOL into Total People. There were trade debtors 3) written off during the year.

The amounts owed by group undertakings are unsecured, interest free and repayable on demand.

Trade debtors, amounts owed by group undertakings and other debtors are measured at amortised cost.

A deferred tax asset of £398,379 is included in other debtors (note 12), before accelerated capital allowance of £19,670, which results in a net debtor £378,709 (2021: £269,676). Deferred tax of £38,230 is expected to reverse in the next year as trading losses are utilised against taxable profits (2021: £57,000). Accordingly deferred tax of £360,149 is expected to be recoverable after more than one year (2021: £212,676).

**8. CREDITORS: AMOUNTS FALLING DUE WITHIN ONE YEAR**

	2022	2021
	£	£
Payments in advance	519,247	-
Trade creditors	212,465	61,526
Amounts owed to group undertaking	630,000	630,000
Taxation and social security	154,777	91,461
Other creditors	426,839	238,306
Accruals and deferred income	<u>714,868</u>	<u>635,689</u>
	<u>2,658,196</u>	<u>1,656,982</u>

Trade creditors, amounts owed to group undertakings and accruals are measured at amortised cost.

Amounts owed to group undertaking are unsecured, interest free and repayable within one year.

**9. CREDITORS: AMOUNTS FALLING DUE AFTER MORE THAN ONE YEAR**

	2022	2021
	£	£
Payments in advance	122,676	-
Amounts owed to group undertaking	<u>1,567,337</u>	<u>2,123,375</u>
	<u>1,690,013</u>	<u>2,123,375</u>

Payments in advance relate to receipts for tuition and learning in advance of delivery.

Amounts owed to group undertakings are unsecured and interest free and repayable as per intercompany agreements.

LTE Group have confirmed that of the total amount payable to them of £2,197,337 (2021: £2,753,375) only £630,000 (2021: £630,000) would be recalled prior to the 31 July 2023 and hence the remaining balance has been classified as falling due after more than one year.



**TOTAL PEOPLE LIMITED (REGISTERED NUMBER: 06380764)**

**NOTES TO THE FINANCIAL STATEMENTS - continued  
FOR THE YEAR ENDED 31 JULY 2022**

**10. LEASING AGREEMENTS**

Minimum lease payments under non-cancellable operating leases fall due as follows:

	2022	2021
	£	£
Within one year	44,092	69,367
Between one and five years	-	40,000
	<u>44,092</u>	<u>109,367</u>

**11. PROVISIONS FOR LIABILITIES**

	2022	2021
	£	£
Dilapidations	<u>60,000</u>	-
		Dilapidations
		£
Balance at 1 August 2021		-
Provided for in the year		<u>60,000</u>
Balance at 31 July 2022		<u>60,000</u>

**12. DEFERRED TAXATION ASSET/ (LIABILITY)**

	Unused trading losses	Accelerated capital allowances	Total
	£	£	£
At 1 August	277,144	(7,468)	269,676
Credited to the profit and loss account	<u>121,235</u>	<u>(12,202)</u>	<u>109,033</u>
At 31 July 2022	<u>398,379</u>	<u>(19,670)</u>	<u>378,709</u>

Deferred tax of £38,230 is expected to reverse in the next year as trading losses are utilised against taxable profits.

**13. CALLED UP SHARE CAPITAL**

Allotted, issued and fully paid:

Number:	Class:	Nominal Value	2022	2021
		£1	£	£
800 (2022: 800)	Ordinary		<u>800</u>	<u>800</u>
			<u>800</u>	<u>800</u>

**14. RELATED PARTY DISCLOSURES**

Advantage has been taken of the exemption to disclose transactions and balances with other wholly-owned subsidiaries of the LTE Group, as the company's results are included in the group's consolidated financial statements.

**NOTES TO THE FINANCIAL STATEMENTS - continued  
FOR THE YEAR ENDED 31 JULY 2022**

**15. ULTIMATE CONTROLLING PARTY**

The immediate parent company is Total People Holdings Limited. The ultimate parent undertaking and the smallest and largest group to consolidate these financial statements is LTE Group, an exempt charity under Part 3 of the Charities Act 2011. Copies of the LTE Group consolidated financial statements can be obtained from the Company Secretary at Openshaw Campus & Administrative Centre, Ashton Old Road, Manchester M11 2WH.

**16. RESERVES**

Called up share capital – represents the nominal value of shares that have been issued.

Share premium account – includes any premiums on the issue of share capital. Any transaction costs associated with the issuing of shares are deducted from share premium.

Retained earnings – includes all current and prior year profits and losses.

**17. EVENTS AFTER END OF REPORTING PERIOD**

There have been no events after end of reporting period.