## REGISTERED NUMBER: 07753010 (England and Wales)

# Strategic Report, Report of the Directors and Financial Statements for the Year Ended 31 December 2018

<u>for</u>

**Lampe Capital UK Limited** 



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## Strategic Report for the Year Ended 31 December 2018

The directors present their strategic report for the year ended 31 December 2018.

#### STRATEGIC REPORT

Lampe Capital UK Limited (LCUK) had a year of consistent financial performance in 2018. The business focus and setup remained by and large unchanged. As an independently FCA regulated entity within the Bankhaus Lampe Group LCUK specialises in servicing UK based institutional equity investors. The team introduces their client accounts to transact with LCUK's parent Bankhaus Lampe in a range of services. Those comprise securities dealing and market making, predominantly in German equities, equity research, trading ideas and primary capital markets transactions. Bankhaus Lampe and Lampe Capital work together on the basis of a close links agreement. As such, LCUK's revenues reflect both, the success of its UK operation as well as the quality of the service and product offering from its parent.

2018 was marked by a strategic shift to concentrate trading and sales-trading activities in Germany. The sales team was reinforced at the same time, with a new hire at senior level.

To cope with headwinds from the introduction of MiFID II and a difficult fourth quarter, LCUK successfully continued to reduce overheads by 5.4% on a year-on-year basis. The firm's profitability was solid with a pre-tax profit margin slightly above 5%.

The favourable numbers somewhat obscure the challenges the firm had to navigate in the past year. The equity market during 2018 was characterized by the implementation of the MiFID II regulatory framework which required many of LCUK's clients to enter into a new service contract with Bankhaus Lampe. LCUK signed MiFID contracts with most of its clients which we view as a success and a sign of strength of the Bankhaus Lampe brand in the UK. However, as a result of MiFID II fee commission rates for equity trading have been coming down and are still under pressure.

The broker market environment remains challenging in 2019. The impact of MiFID II regulations has triggered further consolidation in the industry which is likely to continue, possibly at an accelerated pace this year. This poses certain business risks, but Bankhaus Lampe sees those primarily as a great opportunity. Based on the stability of the Bankhaus Lampe Group and its comitment to the broker unit, LCUK should eventually benefit from the above mentioned trends.

To manage business risks at the operational and compliance level, SYSC were improved through an enhanced risk monitoring system (based on quarterly risk reviews with a risk analysis model) and more frequent monitoring and planning meetings with senior management. LCUK has also started a series of management meetings attended by external compliance and legal advisors to prepare for the eventualities of the UK's exit from the EU.

#### ON BEHALF OF THE BOARD:

|        | konstantin krebs     |
|--------|----------------------|
| Mr K C | J P Krebs - Director |
| Date:  | 19/2/2019            |

## Report of the Directors for the Year Ended 31 December 2018

The directors present their report with the financial statements of the company for the year ended 31 December 2018.

#### PRINCIPAL ACTIVITY

The principal activity of the company in the year under review was that of the provision of financial services.

#### DIVIDENDS

An interim dividend of £1.60 per share was paid on 19 April 2018. The directors recommend that no final dividend be paid.

The total distribution of dividends for the year ended 31 December 2018 will be £160,000.

#### DIRECTORS

The directors shown below have held office during the whole of the period from 1 January 2018 to the date of this report.

Mr Y Bilgic Mr K C J P Krebs

#### FINANCIAL INSTRUMENTS AND RISK MANAGEMENT

The Company's principal financial instruments comprise bank balances, trade debtors and trade creditors. The main purpose of these instruments is to raise and maintain funds to finance the Company's operations. Due to the short term nature of the financial instruments used by the Company we believe there is limited exposure to risk; historically osses related to these financial instruments have been immaterial. The Company's approach to managing risks applicable to the financial instruments concerned is discussed below.

In respect of bank balances the liquidity risk is managed by ensuring the Company is adequately capitalized, generates a profit on sales of services, manages expenses to match the level of activity and by balancing the extension of credit terms to customers with the payment terms obtained from suppliers to ensure a continuity of funding. In addition, bank accounts are maintained at and funds deposited with financial institutions that we believe constitute a low credit risk.

Trade debtors are managed in respect of credit and cash flow risk by policies relating to the terms under which credit may be offered to customers and the regular monitoring of amounts outstanding relative to the payment due dates. Trade creditors liquidity risk is managed by ensuring sufficient funds are available to meet amounts due and by negotiating extended credit terms with suppliers.

#### STATEMENT OF DIRECTORS' RESPONSIBILITIES

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

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

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

- select suitable accounting policies and then apply them consistently;
- make judgments and accounting estimates that are reasonable and prudent;
- prepare the financial statements on the going concern basis unless it is inappropriate to presume that the company will continue in business.

Report of the Directors for the Year Ended 31 December 2018

#### STATEMENT OF DIRECTORS' RESPONSIBILITIES - continued

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

#### AUDITOR

Each of the persons who is a director at the date of approval of this report confirms that:

- so far as they are aware, there is no relevant audit information of which the company's auditor is unaware; and
- they have taken all steps that they ought to have taken as a director to make themselves aware of any relevant audit information and to establish that the company's auditor is aware of that information.

#### ON BEHALF OF THE BOARD:

|        | Loustantin Ents  C033ED3E2EZ449C  J P Krebs - Director |
|--------|--|
| Mr K C | J P Krebs - Director                                   |
| Date:  | 19/2/2019  |

## Report of the Independent Auditors to the Members of Lampe Capital UK Limited

#### Opinion

We have audited the financial statements of Lampe Capital UK Limited for the year ended 31 December 2018 which comprise the statement of comprehensive income, statement of financial position, statement of changes in equity and the related notes, including a summary of significant accounting policies. The financial reporting framework that has been applied in their preparation is applicable law and United Kingdom Accounting Standards, including FRS 102 The Financial Reporting Standard applicable in the UK and Republic of Ireland (United Kingdom Generally Accepted Accounting Practice).

This report is made solely to the company's members, as a body, in accordance with chapter 3 of part 16 of the Companies Act 2006. Our audit work has been undertaken so that we might state to the company's members those matters we are required to state to them in an 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.

In our opinion the financial statements:

- give a true and fair view of the state of the company's affairs as at 31 December 2018 and of its profit for the year then ended;
- have been properly prepared in accordance with United Kingdom Generally Accepted Accounting Practice; and
- have been prepared in accordance with the requirements of the Companies Act 2006.

#### Basis for opinion

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

#### Conclusions relating to going concern

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

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

#### Other information

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

In connection with our audit of the financial statements, our responsibility is to read the other information and, in doing so, consider whether the other information is materially inconsistent with the financial statements or our knowledge obtained in the audit or otherwise appears to be materially misstated. If we identify such material inconsistencies or apparent material misstatements, we are required to determine whether there is a material misstatement in the financial statements or a material misstatement of the other information. If, based on the work we have performed, we conclude that there is a material misstatement of this other information, we are required to report that fact.

We have nothing to report in this regard.

## Report of the Independent Auditors to the Members of Lampe Capital UK Limited

#### Opinion on other matters prescribed by the Companies Act 2006

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

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

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

In the light of the knowledge and understanding of the company and its environment obtained in the course of the audit, we have not identified material misstatements in the strategic report or the directors' report.

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

- adequate accounting records have not been kept, or returns adequate for our audit have not been received from branches not visited by us; or
- the financial statements are not in agreement with the accounting records and returns; or
- certain disclosures of directors' remuneration specified by law are not made; or
- we have not received all the information and explanations we require for our audit.

#### Responsibilities of directors

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

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

## Report of the Independent Auditors to the Members of Lampe Capital UK Limited

#### Auditors' responsibilities for the audit of the financial statements

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

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

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

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

James Tillotson

Mr James Tilotson (Senior Statutory Auditor) for and on behalf of Wellers
1 Vincent Square
London
SW1P 2PN

19/2/2019 Date: .....

## Statement of Comprehensive Income for the Year Ended 31 December 2018

|   | Notes | 31.12.18<br>£ | 31.12.17<br>£ |
|---|-------|---------------|---------------|
| TURNOVER                                    | 3     | 1,639,000     | 1,750,000     |
| Administrative expenses                     |       | 1,560,134     | 1,649,868     |
|   |       | 78,866        | 100,132       |
| Other operating income                      |       | <del>-</del>  | 3,681         |
| OPERATING PROFIT and PROFIT BEFORE TAXATION |       | 78,866        | 103,813       |
| Tax on profit                               | 7     | 18,411        | 25,616        |
| PROFIT FOR THE FINANCIAL Y                  | EAR   | 60,455        | 78,197        |

## Lampe Capital UK Limited (Registered number: 07753010)

## Balance Sheet 31 December 2018

|   |       | 31.12.             | 18      | 31.12.             | 17      |
|---|-------|--------------------|---------|--------------------|---------|
|   | Notes | £                  | £       | £                  | £       |
| FIXED ASSETS Tangible assets  | 12    |                    | 315     |                    | 4,956   |
| CURRENT ASSETS Debtors Cash at bank   | 13    | 222,366<br>183,262 |         | 178,142<br>343,603 |         |
|   |       | 405,628            |         | 521,745            |         |
| CREDITORS  Amounts falling due within one year  | 14    | <u>74,683</u>      |         | 95,014             |         |
| NET CURRENT ASSETS  |       |                    | 330,945 |                    | 426,731 |
| TOTAL ASSETS LESS CURRENT<br>LIABILITIES  |       |                    | 331,260 |                    | 431,687 |
| PROVISIONS FOR LIABILITIES  |       |                    | 60      |                    | 942     |
| CAPITAL AND RESERVES Called up share capital Retained earnings                                    | 15    | 100,000<br>231,200 |         | 100,000<br>330,745 |         |
| SHAREHOLDERS' FUNDS   |       |                    | 331,200 |                    | 430,745 |
|   |       |                    | 331,260 |                    | 431,687 |
| The financial statements were approved by the Board of Directors on were signed on its behalf by: |       |                    |         |                    |         |

## Statement of Changes in Equity for the Year Ended 31 December 2018

|   | Called up<br>share<br>capital<br>£ | Retained<br>earnings<br>£ | Total<br>equity<br>£ |
|---|------------------------------------|---------------------------|----------------------|
| Balance at 1 January 2017               | 100,000                            | 252,548                   | 352,548              |
| Changes in equity Profit for the year   | <u> </u>                           | 78,197                    | 78,197               |
| Total comprehensive income              | <u>-</u>                           | 78,197                    | 78,197               |
| Balance at 31 December 2017             | 100,000                            | 330,745                   | 430,745              |
|   |                                    |                           |                      |
| Changes in equity Profit for the year   |                                    | 60,455                    | 60,455               |
| Total comprehensive income<br>Dividends | <u>-</u>                           | 60,455<br>(160,000)       | 60,455<br>(160,000)  |
| Balance at 31 December 2018             | 100,000                            | 231,200                   | 331,200              |

## Cash Flow Statement for the Year Ended 31 December 2018

|  | Notes         | 31.12.18<br>£     | 31.12.17<br>£ |
|--|---------------|-------------------|---------------|
| Cash flows from operating activities           | Notes         | L                 | L             |
| Cash generated from operations                 | 1             | 27,313            | 200,702       |
| Tax paid                                       | ·             | (27,654)          | (21,573)      |
| Net cash from operating activities             | ·             | (341)             | 179,129       |
| Cash flows from financing activities           |               |                   |               |
| Equity dividends paid                          |               | <u>(160,000</u> ) | <u> </u>      |
| Net cash from financing activities             |               | <u>(160,000</u> ) |               |
|  |               |                   |               |
| (Decrease)/increase in cash and cash           | n equivalents | (160,341)         | 179,129       |
| Cash and cash equivalents at beginning of year | 2             | 343,603           | 164,474       |
|  |               |                   | <u></u>       |
| Cash and cash equivalents at end of            |               |                   |               |
| year   | 2             | <u>183,262</u>    | 343,603       |

## Notes to the Cash Flow Statement for the Year Ended 31 December 2018

## 1. RECONCILIATION OF PROFIT BEFORE TAXATION TO CASH GENERATED FROM OPERATIONS

| OI EIGHIONG                                      | 31.12.18<br>£ | 31.12.17      |
|--|---------------|---------------|
| Profit before taxation                           | 78,866        | 103,813       |
| Depreciation charges                             | 4,640         | 9,943         |
|  | 83,506        | 113,756       |
| (Increase)/decrease in trade and other debtors   | (44,223)      | 75,062        |
| (Decrease)/increase in trade and other creditors | (11,970)      | <u>11,884</u> |
| Cash generated from operations                   | _ 27,313      | 200,702       |

### 2. CASH AND CASH EQUIVALENTS

The amounts disclosed on the Cash Flow Statement in respect of cash and cash equivalents are in respect of these Balance Sheet amounts:

#### Year ended 31 December 2018

|                             | 31.12.18<br>• £ | 1.1.18<br>£ |
|-----------------------------|-----------------|-------------|
| Cash and cash equivalents   | 183,262         | 343,603     |
| Year ended 31 December 2017 |                 |             |
|                             | 31.12.17        | 1.1.17      |
|                             | £               | £           |
| Cash and cash equivalents   | <u>343,603</u>  | 164,474     |

## Notes to the Financial Statements for the Year Ended 31 December 2018

#### 1. STATUTORY INFORMATION

Lampe Capital UK Limited is a private company, limited by shares, registered in England and Wales. The company's registered number is 07753010 and its registered address is 2 Savile Row, London, W1S 3PA.

#### 2. ACCOUNTING POLICIES

#### **Basis of preparation**

The financial statements have been prepared under historical cost convention unless otherwise specified within these accounting policies and in accordance with Financial Reporting Standard 102, the Financial Reporting Standard applicable in the UK and the Republic of Ireland and Companies Act 2006

The financial statements are prepared in sterling, which is the functional currency of the entity.

#### Significant judgements and estimates

The preparation of the financial statements requires management to make judgements, estimates and assumptions that affect the amounts reported. These estimates and judgements are continually reviewed and are based on experience and other factors, including expectations of future events that are believed to be reasonable under the circumstances. In the opinion of the directors there are no judgements or key sources of estimation uncertainty that affect the preparation of the financial statements.

#### Revenue recognition

Turnover from the supply of services represents the value of services provided under contracts to the extent that there is a right to consideration and is recorded at the value of the consideration due. Where a contract has only been partially completed at the balance sheet date turnover represents the value of the service provided to date based on a proportion of the total contract value.

Revenue from the rendering of services is measured by reference to the stage of completion of the service transaction at the end of the reporting period provided that the outcome can be reliably estimated. When the outcome cannot be reliably estimated, revenue is recognised only to the extent that expenses recognised are recoverable.

#### Tangible fixed assets

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

Improvements to property - 33% on cost Fixtures and fittings - 25% on cost Computer equipment - 33% on cost

Tangible assets are initially recorded at cost, and subsequently stated at cost less any accumulated depreciation.

## Notes to the Financial Statements - continued for the Year Ended 31 December 2018

#### 2. ACCOUNTING POLICIES - continued

#### **Financial instruments**

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

Debt instruments (other than those wholly repayable or receivable within one year), including loans and other accounts receivable and payable, are initially measured at present value of the future cash flows and subsequently at amortised cost using the effective interest method. Debt instruments that are payable or receivable within one year, typically trade debtors and creditors, are measured, initially and subsequently, at the undiscounted amount of the cash or other consideration expected to be paid or received. However, if the arrangements of a short-term instrument constitute a financing transaction, like the payment of a trade debt deferred beyond normal business terms or financed at a rate of interest that is not a market rate or in case of an out-right short-term loan not at market rate, the financial asset or liability is measured, initially, at the present value of the future cash flow discounted at a market rate of interest for a similar debt instrument and subsequently at amortised cost.

Financial assets that are measured at cost and amortised cost are assessed at the end of each reporting period for objective evidence of impairment. If objective evidence of impairment is found, an impairment loss is recognised in the Statement of comprehensive income.

For financial assets measured at amortised cost, the impairment loss is measured as the difference between an asset's carrying amount and the present value of estimated cash flows discounted at the asset's original effective interest rate. If a financial asset has a variable interest rate, the discount rate for measuring any impairment loss is the current effective interest rate determined under the contract

#### **Taxation**

The taxation expense represents the aggregate amount of current and deferred tax recognised in the reporting period. Tax is recognised in profit or loss, except to the extent that it relates to items recognised in other comprehensive income or directly in equity. In this case, tax is recognised in other comprehensive income or directly in equity, respectively.

Current tax is recognised on taxable profit for the current and past periods. Current tax is measured at the amounts of tax expected to pay or recover using the tax rates and laws that have been enacted or substantively enacted at the reporting date.

#### Deferred tax

Deferred tax is recognised in respect of all timing differences that have originated but not reversed at the balance sheet date.

Timing differences arise from the inclusion of income and expenses in tax assessments in periods different from those in which they are recognised in financial statements. Deferred tax is measured using tax rates and laws that have been enacted or substantively enacted by the year end and that are expected to apply to the reversal of the timing difference.

Unrelieved tax losses and other deferred tax assets are recognised only to the extent that it is probable that they will be recovered against the reversal of deferred tax liabilities or other future taxable profits.

#### Foreign currencies

Foreign currency transactions are initially recorded in the functional currency, by applying the spot exchange rate as at the date of the transaction. Monetary assets and liabilities denominated in foreign currencies are translated at the exchange rate ruling at the reporting date, with any gains or losses being taken to the profit and loss account.

## Notes to the Financial Statements - continued for the Year Ended 31 December 2018

#### 2. ACCOUNTING POLICIES - continued

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

Contributions to defined contribution plans are recognised as an expense in the period in which the related service is provided. Prepaid contributions are recognised as an asset to the extent that the prepayment will lead to a reduction in future payments or a cash refund.

When contributions are not expected to be settled wholly within 12 months of the end of the reporting date in which the employees render the related service, the liability is measured on a discounted present value basis. The unwinding of the discount is recognised as a finance cost in profit or loss in the period in which it arise.

#### **Operating leases**

Rentals paid under operating leases are charged to the Statement of comprehensive income on a straight-line basis over the lease term.

#### 3. TURNOVER

|    | Turnover arises from:  | 31.12.18              | 31.12.17       |
|----|--|-----------------------|----------------|
|    | Rendering of services  | <b>£</b><br>1,639,000 | £<br>1,750,000 |
|    | The turnover is attributable to the one principal activity of the company by the geographical markets that substantially differ from each other is g | jiven below:          |                |
|    |  | 31.12.18<br>£         | 31.12.17<br>£  |
|    | Europe   | 1,639,000             | 1,750,000      |
| 4. | EMPLOYEES AND DIRECTORS  |                       |                |
| ₩. | EMIPLOTEES AND DIRECTORS   | 31.12.18<br>£         | 31.12.17<br>£  |
|    | Wages and salaries   | 926,856               | 981,456        |
|    | Social security costs  | 115,849               | 125,503        |
|    | Other pension costs  | 58,696                | 67,600         |
|    |  | 1,101,401             | 1,174,559      |
|    | The average number of employees during the year was as follows:  | 31.12.18              | 31.12.17       |
|    | Management staff   | 2                     | 2              |
|    | Sales staff  | 2                     | 2<br>3         |
|    | Administrative staff   | 1                     | 1              |
|    |  | 5                     | 6              |

## Notes to the Financial Statements - continued for the Year Ended 31 December 2018

### 4. EMPLOYEES AND DIRECTORS - continued

|            | The directors' aggregate remuneration in respect of qualifying services was:               | 31.12.18                                 | 31.12.17                                 |
|------------|--|--|--|
|            | Remuneration Company contributions to defined contribution pension plans                   | £<br>261,700<br><u>17,500</u><br>279,200 | £<br>291,900<br><u>17,500</u><br>309,400 |
|            | The number of directors who accrued benefits under company pension plans was as follows:   | 31.12.18                                 | 31.12.17                                 |
|            | Defined contribution plans   | 1  | 1  |
|            | Remuneration of the highest paid director in respect of qualifying services:               |  |  |
|            | 00141000   | 31.12.18<br>£                            | 31.12.17<br>£                            |
|            | Aggregate remuneration   | <u>210,000</u>                           | <u>250,000</u>                           |
| <b>5</b> . | OPERATING PROFIT   |  |  |
|            | The operating profit is stated after charging/(crediting):                                 |  |  |
|            |  | 31.12.18<br>£                            | 31.12.17<br>£                            |
|            | Depreciation - owned assets Foreign exchange differences                                   | 4,641<br>2,261                           | 9,943<br><u>(1,816</u> )                 |
| 6.         | AUDITORS' REMUNERATION   | 31.12.18<br>£                            | 31.12.17<br>£                            |
|            | Fees payable to the company's auditors for the audit of the company's financial statements | 4,800                                    | 4,790                                    |
| 7.         | TAXATION   |  |  |
|            | Analysis of the tax charge   |  |  |
|            | The tax charge on the profit for the year was as follows:                                  | 31.12.18<br>£                            | 31.12.17<br>£                            |
|            | Current tax: UK corporation tax  | 19,293                                   | 27,654                                   |
|            | Deferred tax   | (882)                                    | (2,038)                                  |
|            | Tax on profit  | 18,411                                   | 25,616                                   |

## Notes to the Financial Statements - continued for the Year Ended 31 December 2018

#### 7. TAXATION - continued

### Reconciliation of total tax charge included in profit and loss

The tax assessed for the year is higher than the standard rate of corporation tax in the UK. The difference is explained below:

|   | 31.12.18<br>£         | 31.12.17<br>£                    |
|---|-----------------------|----------------------------------|
| Profit before tax   | 78,866                | 103,813                          |
| Profit multiplied by the standard rate of corporation tax in the UK of 19% (2017 - 19%)   | 14,985                | 19,724                           |
| Effects of: Expenses not deductible for tax purposes Depreciation in excess of capital allowances Other tax adjustment to increase/(decrease) tax liability Effect of different tax rates | 3,427<br>881<br>(882) | 5,686<br>1,889<br>(2,038)<br>355 |
| Total tax charge  | 18,411                | 25,616                           |

#### 8. **DEFERRED TAX**

The deferred tax included in the statement of financial position is as follows:

|   | 31.12.18<br>£  | 31.12.17<br>£ |
|---|----------------|---------------|
| Included in provisions  | 60             | 942           |
| The deferred tax account consists of the tax effect of timing differences | in respect of: |               |
|   | 31.12.18       | 31.12.17      |

### 9. **EMPLOYEE BENEFITS**

### **Defined contribution plans**

Accelerated capital allowance

The amount recognised in profit or loss as an expense in relation to defined contribution plans was £41,196 (2017 £ 50,100).

2038

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## Notes to the Financial Statements - continued for the Year Ended 31 December 2018

### 10. FINANCIAL INSTRUMENTS

The Company's financial instruments comprise primarily cash and various items such as trade debtors and trade creditors which arise directly from its operations. The main purpose of these financial instruments is to provide working capital for the Company's operations. The Company does not utilise complex financial instruments or hedging mechanisms in respect of its operations.

#### Financial assets by category

The categories of financial assets included in the Statement of Financial Position and the heading in which they are included are as follows:

|                             | 31.12.18       | 31.12.17<br>£ |
|-----------------------------|----------------|---------------|
|                             | £              |               |
| Current assets              |                |               |
| Trade and other receivables | 222,651        | 178,344       |
| Cash and cash equivalents   | <u>183,262</u> | 343,603       |
| ·                           | 405,913        | 521,947       |

All trade and other receivables are short term and none are past due at the reporting date.

### Financial liabilities by category

The categories of financial liabilities included in the Statement of Financial Position and the heading in which they are included are as follows:

|                          | 31.12.18      | 31.12.17      |
|--------------------------|---------------|---------------|
| Current liabilities      | Ł             | £             |
| Trade and other payables | <u>75,536</u> | <u>96,031</u> |

### 11. COMMITMENTS UNDER OPERATING LEASES

The total future minimum lease payments under non-cancellable operating leases are as follows:

|  | 31.12.18 | 31.12.17 |
|--|----------|----------|
|  | £        | £        |
| Not later than 1 year                        | 58,500   | 78,000   |
| Later than 1 year and not later than 5 years | -        | 58,500   |

## Notes to the Financial Statements - continued for the Year Ended 31 December 2018

### 12. TANGIBLE FIXED ASSETS

| 12. | TANGIBLE                                   | TIRED ASSETS                  | Leasehold improvements £ | Fixtures<br>and<br>fittings<br>£ | Office<br>equipment<br>£ | Totals<br>£      |
|-----|--|-------------------------------|--------------------------|----------------------------------|--------------------------|------------------|
|     | COST<br>At 1 January<br>and 31 Dece        |                               | 44,114                   | 22,807                           | 23,812                   | 90,733           |
|     | DEPRECIAT<br>At 1 January<br>Charge for ye | 2018                          | 40,023<br><u>3,776</u>   | 22,127<br>680                    | 23,627<br>185            | 85,777<br>4,641  |
|     | At 31 Decem                                | ber 2018                      | 43,799                   | 22,807                           | 23,812                   | 90,418           |
|     | NET BOOK N<br>At 31 Decem                  |                               | 315                      |                                  |                          | 315              |
|     | At 31 Decem                                | ber 2017                      | 4,091                    | 680                              | 185                      | 4,956            |
| 13. | DEBTORS:                                   | AMOUNTS FALLING DUE V         | WITHIN ONE YEAI          | R                                |                          |                  |
|     |  |                               |                          |                                  | 31.12.18<br>£            | 31.12.17<br>£    |
|     | Other debtors                              | 3                             |                          |                                  | 99,272                   | 99,272           |
|     |  | and accrued income            |                          |                                  | 21,927<br>101,167        | 7,552<br>71,318  |
|     |  |                               |                          |                                  | 222,366                  | <u>178,142</u>   |
| 14. | CREDITORS                                  | : AMOUNTS FALLING DU          | E WITHIN ONE YE          | AR                               |                          |                  |
|     |  |                               |                          |                                  | 31.12.18<br>£            | 31.12.17<br>£    |
|     | Trade credito                              |                               |                          |                                  | 22,905                   | 26,496           |
|     | Corporation 1 Social securit               | ax<br>ty and other taxes      |                          |                                  | 19,293<br>24,235         | 27,654<br>35,346 |
|     | Other credito                              | rs                            |                          |                                  | 685                      | 168              |
|     | Accruals and                               | deferred income               |                          |                                  | 7,565                    | 5,350            |
|     |  |                               |                          |                                  | 74,683                   | 95,014           |
| 15. | CALLED UP                                  | SHARE CAPITAL                 |                          |                                  |                          |                  |
|     | Allotted, iss<br>Number:                   | ued and fully paid:<br>Class: |                          | lominal                          | 31.12.18                 | 31.12.17         |
|     | 1,000,000                                  | Ordinary shares               |                          | value:<br>1                      | £<br>100,000             | £<br>100,000     |

## Notes to the Financial Statements - continued for the Year Ended 31 December 2018

#### 16. RELATED PARTY DISCLOSURES

During the year the company paid a dividend of £160,000 (2017: £Nil) to its parent entity, Bankhaus Lampe KG.

There is an amount outstanding to the company of £5,672 (2017 - £5,672) for shared services from Capstan Capital Partners LLP, of which a company director is a partner. This balance was cleared in January 2019.

Directors fees for Mr Krebs of £51,700 (2017: £41,900) are paid to KCK Consult Ltd, the company of which he is the major shareholder.

#### 17. ULTIMATE CONTROLLING PARTY AND PARENT UNDERTAKINGS

The Ultimate parent undertaking is Bankhaus Lampe KG, a limited partnership incorporated in Germany. The ultimate controlling party are members of the Dr. August Oetker family by virtue of their direct or indirect shares in Bankhaus Lampe KG.

## <u>Detailed Profit and Loss Account</u> for the Year Ended 31 December 2018

|                                       | 31.12   | .18 31.12.    |         | 17        |  |
|---------------------------------------|---------|---------------|---------|-----------|--|
|                                       | £       | £             | £       | £         |  |
| Sales                                 |         | 1,639,000     |         | 1,750,000 |  |
| Other income Other operating income   |         | -             |         | 3,681     |  |
| 3                                     |         |               |         |           |  |
|                                       |         | 1,639,000     |         | 1,753,681 |  |
| Expenditure                           |         |               | •       |           |  |
| Pensions                              | 41,196  |               | 50,100  |           |  |
| Rent, rates and water                 | 119,543 |               | 107,707 |           |  |
| Insurance                             | 19,244  |               | 23,368  |           |  |
| Directors' salaries                   | 210,000 |               | 250,000 |           |  |
| Directors' social security            | 27,826  |               | 33,375  |           |  |
| Directors' pension contributions      | 17,500  |               | 17,500  |           |  |
| Salaries                              | 716,856 |               | 731,456 |           |  |
| Social security                       | 88,023  |               | 92,128  |           |  |
| Post and stationery                   | 7,417   |               | 8,785   |           |  |
| Advertising                           | 23,238  |               | 30,578  |           |  |
| Travel and subsistence                | 18,431  |               | 27,974  |           |  |
| Repairs and renewals                  | 838     |               | 1,985   |           |  |
| Staff training                        | 130     |               | 1,145   |           |  |
| General expenses                      | 32,311  |               | 41,346  |           |  |
|                                       | 2       |               | (1)     |           |  |
| Sundry expenses Accountancy           | 12,563  |               | 10,435  |           |  |
| Professional fees                     | 187,857 |               | 178,402 |           |  |
| Legal fees                            | 6,514   |               | 170,402 |           |  |
| Auditors' remuneration                | 4,800   |               | 4,790   |           |  |
| Donations                             | 4,000   |               | 233     |           |  |
| Foreign exchange losses               | 2,261   |               | (1,816) |           |  |
| Depreciation of tangible fixed assets | 2,201   |               | (1,010) | •         |  |
| Improvements to property              | 4,640   |               | 9,943   |           |  |
| Entertainment                         | 18,038  |               | 29,929  |           |  |
| Linertailinent                        | 10,030  | 1,559,228     | 25,525  | 1,649,362 |  |
|                                       |         | 1,559,220     |         | 1,049,502 |  |
|                                       |         | 79,772        |         | 104,319   |  |
| Finance costs                         |         |               |         |           |  |
| Bank charges                          |         | 906           |         | 506       |  |
| NET PROFIT                            |         | <u>78,866</u> |         | 103,813   |  |