# **HS Butyl Limited**

Company Registration Number 07841815

Annual Report and Financial Statements

Year ended 31 March 2020

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| Company Information                      | 1        |
|--|----------|
| Strategic Report                         | 2 to 3   |
| Directors' Report                        | 4        |
| Statement of Directors' Responsibilities | 5        |
| Independent Auditor's Report             | 6 to 7   |
| Profit and Loss Account                  | 8        |
| Balance Sheet                            | 9        |
| Statement of Changes in Equity           | 10       |
| Statement of Cash Flows                  | 11       |
| Notes to the Financial Statements        | 12 to 24 |

Directors

C P Hodgson R M Hodgson S D Pounder M P Clubley

Company secretary

R M Hodgson

Registered office

Gordleton Industrial Park

Hannah Way Pennington Lymington Hampshire SO41 8JD

Company number

07841815

Statutory auditor

Brown Butler

**Chartered Accountants** 

Leigh House

28-32 St Paul's Street

Leeds

West Yorkshire

LS1 2JT

Bankers

Lloyds Bank PLC

City Office PO BOX 72 Bailey Drive

Gillingham Business Park

Kent ME8 0LS

HS Butyl Limited Annual Report and Financial Statements Strategic Report for the year ended 31 March 2020

The directors present their strategic report for the year ended 31 March 2020.

Principal activity

The principal activity of the company is the manufacture and supply of butyl tapes.

Fair review of the business

Underlying sales have decreased by 4% compared with the previous year and gross profit margins have decreased slightly reflecting the increased costs of employment in a tight labour market. Overhead costs also increased marginally due to the higher cost of utilities together with investment in infrastructure to improve the business going forward. There was a one-off restructuring cost in November 2019 which contributed to the reduction in operating profit. Pre-tax profit for the financial year was £178,986.

The balance sheet remains strong with shareholders' funds standing at £4,144,269 which is a 7% decrease on the previous year.

Near the end of the financial year the country was engulfed in the COVID-19 crisis. We judge this to have had a limited impact on the results for this financial year. Along with most other businesses, Q1 2020/21 has been challenging, and the company has been grateful to the government for the range of measures it has taken to support business, in particular the Job Retention Scheme. Sales levels are currently at about 75% of pre-COVID levels, and the company has taken measures to reduce overhead costs in response to this. The directors are confident that the business remains on a sure footing and is well placed to take advantage of the opportunities ahead. Clearly providing a safe 'COVID secure' work environment for our employees is of paramount importance, and the directors have taken all the necessary steps to ensure this is the case.

The directors are satisfied with the overall trading performance given the adverse circumstances and are confident that actions taken both during the period and subsequently will lead to an improved result in 2021-22.

### Principal risks and uncertainties

Whilst the medium term effects of COVID-19 are still uncertain, the company is planning for sales to remain at 75% of pre-COVID levels and has adjusted its overhead cost base accordingly. The potential risk is that business levels decline further in the face of a possible long lasting recession.

However all indications are that public spending will be prioritised for construction, infrastructure and green energy projects and the company is in a strong position to take advantage of this.

The directors remain vigilant to the risks and possible repercussions from Brexit. The business has in place robust plans which are reviewed on an ongoing basis. It is noted that, whilst a significant proportion of sales are into the EU, there is a good spread of territories, markets and customers for our products.

HS Butyl is committed to identifying and effectively managing its risks and embedding the process of risk management into the business management system. The impact and probability of each risk area is considered as well as the mitigating actions required to minimise risk.

HS Butyl Limited Annual Report and Financial Statements Strategic Report for the year ended 31 March 2020

Credit risk

The company has implemented policies that require appropriate credit checks on potential customers before sales are made. The amount of exposure to any individual counter party is subject to a limit, which is reassessed periodically.

Liquidity risk

The company actively maintains its short-term debt finance that is designed to ensure the company has sufficient funds for operations and planned expansions.

Key performance indicators

The company uses a number of measures, both financial and non-financial to monitor the performance of the company:

Operating profit - measuring the profits generated by the company's operations

Net cash flow from operating activities - measuring the performance in translating operating profit into cash flow through management of working capital.

Sales and margin analysis

Order book and project pipeline

Labour utilisation

On time delivery and customer lead time

Future outlook

Despite the continued relatively unstable political and economic situation of the last year, the company continues to benefit from a healthy forward order book, favourable exchange rates and positive sentiment in many of our markets. The company continues to invest in plant, buildings and IT infrastructure to increase capacity and improve efficiencies. The directors are confident that these investments will lead to further increases in sales and profitability in the longer term.

Approved by the Board on n. Nov. 2020 and signed on its behalf by:

R M Hodgson Director HS Butyl Limited Annual Report and Financial Statements Directors' Report for the year ended 31 March 2020

The directors present their annual report and the audited financial statements for the year ended 31 March 2020.

Directors of the company

The directors who held office during the year were as follows:

C P Hodgson

R M Hodgson

J C Hodgson (resigned 27 August 2019)

K E Hodgson (resigned 27 August 2019)

M J Watts (resigned 7 October 2019)

S D Pounder

M P Clubley

Dividends

The directors do not propose the payment of a final dividend in respect of the financial year ended 31 March 2020.

Disclosure of information to the auditors

So far as the directors are aware, there is no information relevant to the audit of which the company's auditors are unaware. The directors have taken the necessary steps to ensure that they themselves are aware of all relevant audit information and made sure that the company's auditors are also aware of that information.

Approved by the Board on 10. No. 20.20 and signed on its behalf by:

R M Hodgson

Director

HS Butyl Limited Annual Report and Financial Statements Statement of Directors' Responsibilities

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

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

- select suitable accounting policies and apply them consistently;
- · 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 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.

Opinion

We have audited the financial statements of HS Butyl Limited (the "company") for the year ended 31 March 2020, which comprise the Profit and Loss Account, the Balance Sheet, the Statement of Changes in Equity, the Statement of Cash Flows and notes to the financial statements, including a summary of significant accounting policies. The financial reporting framework that has been applied in their preparation is applicable law and United Kingdom Accounting Standards, including Financial Reporting Standard 102 "The Financial Reporting Standard applicable in the UK and Republic of Ireland" (United Kingdom Generally Accepted Accounting Practice).

In our opinion the financial statements:

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

## Basis of opinion

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

## Conclusions relating to going concern

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

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

## Other information

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

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

We have nothing to report in this regard.

Opinions on other matters prescribed by the Companies Act 2006

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

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

Continued on next page

HS Butyl Limited Annual Report and Financial Statements Independent Auditor's Report to the Members of HS Butyl Limited

Continued from previous page

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 by the company, or returns adequate for our audit have not been received from branches not visited by us; or
- the company's 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 Statement of Directors' Responsibilities set out on page 5, the directors are responsible for the preparation of the financial statements and for being satisfied that they give a true and fair view, and for such internal control as the directors determine is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

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 cease operations, or have no realistic alternative but to do so.

Auditor's 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.

A further description of our responsibilities for the audit of the financial statements is located on the Financial Reporting Council's website at www.frc.org.uk/auditorsresponsibilities. This description forms part of our auditor's report.

Use of our report

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.

James R White (Senior Statutory Auditor)

For and on behalf of Brown Butler,

Chartered Accountants and Statutory Auditor

Leigh House

28-32 St Paul's Street

Leeds

West Yorkshire

LS1 2JT

Date: 13th November 2020

|   | Note | 2020<br>£    | 2019<br>£    |
|---|------|--------------|--------------|
| Turnover                                      | 3    | 16,481,526   | 17,123,272   |
| Cost of sales                                 |      | (11,121,725) | (11,302,012) |
| Gross profit                                  |      | 5,359,801    | 5,821,260    |
| Distribution costs                            |      | (1,964,457)  | (2,083,943)  |
| Administrative expenses                       |      | (3,173,364)  | (2,914,415)  |
| Other operating income                        | 4    | 2,498        |              |
| Operating profit                              | 5    | 224,478      | 822,902      |
| Income from shares in group undertakings      |      | 11,965       | 28,008       |
| Interest receivable and similar income        | 7    | 547          | -            |
| Interest payable and similar expenses         | 8    | (58,004)     | (62,744)     |
| Profit on ordinary activities before taxation |      | 178,986      | 788,166      |
| Tax on profit                                 | 11   | (20,789)     | (133,336)    |
| Profit for the financial year                 |      | 158,197      | 654,830      |

The above results were derived from continuing operations.

|  |      | 202         |                | 20°         |           |
|--|------|-------------|----------------|-------------|-----------|
|  | Note | £           | •              | £           | •         |
| Fixed assets                                   |      |             |                |             |           |
| Intangible fixed assets                        | 12   |             | 7,262          |             | 46,514    |
| Tangible fixed assets                          | 13   |             | 3,050,076      |             | 3,167,419 |
| Investments                                    | 14   |             | <u>156,989</u> |             | 156,989   |
|  |      |             | 3,214,327      |             | 3,370,922 |
| Current assets                                 |      |             |                |             |           |
| Stocks   | 15   | 2,077,565   |                | 2,078,717   |           |
| Debtors  | 16   | 4,203,683   |                | 4,760,876   |           |
| Cash at bank and in hand                       |      | 312,717     |                | 422,155     |           |
|  |      | 6,593,965   |                | 7,261,748   |           |
| Creditors: Amounts falling due within one year | 17   | (5,089,571) |                | (5,462,662) |           |
| Net current assets                             |      |             | 1,504,394      |             | 1,799,086 |
| Total assets less current liabilities          |      |             | 4,718,721      |             | 5,170,008 |
| Creditors: Amounts falling due after more than |      |             | (246.967)      |             | (424.627  |
| one year                                       | 17   |             | (246,867)      |             | (434,627) |
| Provisions for liabilities                     | 19   |             | (327,585)      |             | (299,309  |
| Net assets                                     |      |             | 4,144,269      | •           | 4,436,072 |
| Capital and reserves                           |      |             |                |             |           |
| Called up share capital                        | 20   | 75,000      |                | 75,000      |           |
| Share premium reserve                          | 21   | 3,428,928   |                | 3,428,928   |           |
| Capital redemption reserve                     | 21   | 3,948       |                | 3,948       |           |
| Profit and loss account                        | 21   | 636,393     |                | 928,196     |           |
| •  |      |             | 4,144,269      |             | 4,436,072 |

R M Hodgson

Director

|                     | Share<br>capital<br>£ | Share<br>premium<br>£ | Capital redemption reserve £ | Profit and loss account £ | Total<br>£ |
|---------------------|-----------------------|-----------------------|------------------------------|---------------------------|------------|
| At 1 April 2019     | 75,000                | 3,428,928             | 3,948                        | 928,196                   | 4,436,072  |
| Profit for the year | -                     | -                     | -                            | 158,197                   | 158,197    |
| Dividends           | -                     |                       | _                            | (450,000)                 | (450,000)  |
| At 31 March 2020    | 75,000                | 3,428,928             | 3,948                        | 636,393                   | 4,144,269  |
| ·                   | Share<br>capital<br>£ | Share<br>premium<br>£ | Capital redemption reserve £ | Profit and loss account £ | Total<br>£ |
| At 1 April 2018     | 75,000                | 3,428,928             | 3,948                        | 473,366                   | 3,981,242  |
| Profit for the year | -                     | -                     | -                            | 654,830                   | 654,830    |
| Dividends           |                       |                       |                              | (200,000)                 | (200,000)  |
| At 31 March 2019    | 75,000                | 3,428,928             | 3,948                        | 928,196                   | 4,436,072  |

|  | Note | 202<br>£    |           | 201<br>£    |           |
|--|------|-------------|-----------|-------------|-----------|
| Cash flows from operating activities               |      |             |           |             |           |
| Profit for the year                                |      |             | 158,197   |             | 654,830   |
| Adjustments to cash flows from non-cash items      |      |             |           |             |           |
| Depreciation and amortisation                      | 5    |             | 495,178   |             | 476,527   |
| Profit on disposal of property plant and equipment | ·    | ·           | (2,998)   |             | -         |
| Interest received                                  | 7    |             | (547)     |             | -         |
| Dividends received                                 |      | •           | (11,965)  |             | (28,008)  |
| Interest paid                                      | 8    |             | 58,004    |             | 62,744    |
| Taxation   | 11   |             | 20,789    |             | 133,336   |
|  |      |             | 716,658   |             | 1,299,429 |
| Working capital adjustments                        |      |             |           |             |           |
| Decrease/(increase) in stocks                      | 15   |             | 1,152     |             | (294,228) |
| Decrease/(increase) in trade and other debtors     | 16   |             | 557,193   |             | (522,030) |
| (Decrease)/increase in trade and other creditors   | 17   |             | (482,767) |             | 514,200   |
| Cash generated from operations                     |      |             | 792,236   |             | 997,371   |
| Taxation paid                                      |      |             | (58,716)  |             | (256,562) |
| Net cash flow from operating activities            |      |             | 733,520   |             | 740,809   |
| Cash flows from investing activities               |      |             |           |             |           |
| Interest received                                  | 7    | 547         |           | -           |           |
| Acquisitions of tangible fixed assets              | 13   | (352,585)   |           | (350,212)   |           |
| Proceeds from sale of tangible fixed assets        | 13   | 17,000      |           | -           |           |
| Dividend income                                    | 7    | 11,965      |           | 28,008      |           |
| Net cash flows from investing activities           |      |             | (323,073) |             | (322,204) |
| Cash flows from financing activities               |      |             |           |             |           |
| Interest paid                                      | 8    | (58,004)    |           | (62,744)    |           |
| Proceeds from other borrowing draw downs           |      | 2,175,282   |           | 1,997,726   |           |
| Repayment of other borrowing                       |      | (1,997,726) |           | (2,005,818) |           |
| Receipts from finance lease creditors              |      | -           |           | 39,352      |           |
| Payments to finance lease creditors                |      | (189,437)   |           | (187,326)   |           |
| Dividends paid                                     | -    | (450,000)   |           | (200,000)   |           |
| Net cash flows from financing activities           |      |             | (519,885) |             | (418,810) |
| Net decrease in cash and cash equivalents          |      |             | (109,438) |             | (205)     |
| Cash and cash equivalents at 1 April 2019          |      |             | 422,155   |             | 422,360   |
| Cash and cash equivalents at 31 March 2020         | )    |             | 312,717   |             | 422,155   |
|  |      |             |           |             |           |

#### 1 General information

HS Butyl Limited is a private company limited by shares and incorporated in England and Wales under company number 07841815.

The address of its registered office and principal place of business is:
Gordleton Industrial Park
Hannah Way
Pennington
Lymington
Hampshire
SO41 8JD

## 2 Summary of significant accounting policies

## Basis of preparation

The financial statements have been prepared in accordance with applicable accounting standards including Financial Reporting Standard 102 (2018) "The Financial Reporting Standard applicable in the UK and Republic of Ireland" (FRS102) and the Companies Act 2006. The financial statements have been prepared on a going concern basis under the historical cost convention, modified to include certain items at fair value. The presentation currency is £ sterling.

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

## Key sources of estimation uncertainty

The preparation of the financial statements requires management to make estimates and assumptions concerning the future. The resulting accounting estimates and assumptions will, by definition, seldom equal the related actual results. The directors are of the opinion that there are no areas of estimation uncertainty and critical judgements that affect materially the accounting policies and the reported amounts of assets, liabilities, income and expenses in the current and prior year.

The company experienced disrupted operating activities during the national lockdown between March and May 2020. However, following the lifting of the lockdown restrictions the company has largely returned to normal operational levels and based on the restrictions imposed at the present time the directors expect this to continue.

Despite the uncertainty caused by the COVID-19 pandemic the company has remained profitable and cash generative since the year end. Looking towards the future the directors have judged that the company's operations and trading will continue to be resilient, but in these uncertain times this cannot be guaranteed.

## Turnover

Turnover is measured at fair value of the consideration received or receivable, net of discounts and value added tax. Turnover includes revenue earned from the sale of goods.

Turnover from the sale of goods is recognised when the significant risks and rewards of ownership of the goods has transferred to the buyer. This is usually when the goods have been delivered to customers such that the risks and rewards of ownership have been transferred to them.

## Government grants

Grants towards capital expenditure are released to the profit and loss account over the expected useful life of the assets. Grants towards revenue expenditure are released to the profit and loss account as the related expenditure is incurred.

## Pension contributions

The company has a defined contribution pension scheme. The pension costs charged to the profit and loss account are the contributions payable in respect of the accounting period.

#### **Taxation**

The tax expense for the period comprises current and deferred tax. Tax is recognised in profit or loss, except that a charge attributable to an item of income or expense recognised as other comprehensive income is also recognised directly in other comprehensive income.

Current tax is recognised for the amount of corporation tax payable in respect of the taxable profit for the year using tax rates and laws that have been enacted or substantively enacted by the balance sheet date.

Deferred tax is recognised in respect of all timing differences that have originated but not reversed by the balance sheet date. 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. Deferred tax is calculated using tax rates and laws that have been enacted or substantively enacted by the balance sheet date.

#### Goodwill

Goodwill is measured at cost less accumulated amortisation and any accumulated impairment losses.

#### Amortisation

Amortisation is charged so as to allocate the cost of intangible assets less their residual values over their estimated useful lives. The annual rates and method of depreciation are as follows:-

Asset class Goodwill Amortisation method and rate

10 years straight line

Tangible fixed assets

Tangible fixed assets are measured at cost less accumulated depreciation and any accumulated impairment losses.

## Depreciation

Depreciation is calculated to write down the cost less estimated residual value of all tangible fixed assets over their expected useful lives. The annual rates and methods of depreciation are as follows:-

Asset class

Depreciation method and rate

Plant and machinery

4 - 20 years straight line basis

Fixtures, fittings and equipment

3 - 10 years straight line basis

Motor vehicles

25% reducing balance

Leasehold improvements

10 years straight line basis

## Impairment of fixed assets

At the balance sheet date, if there is an indication of possible impairment, the recoverable amount of any affected asset is estimated and compared to 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 in the profit and loss account. The reversal of an impairment loss is recognised immediately in the profit and loss account.

## Research and development

Research expenditure is written off to the profit and loss account in the year in which it is incurred. Development expenditure is written off in the same way unless the directors are satisfied as to the technical, commercial and financial viability of individual projects. In this situation, the expenditure is deferred and amortised over the period during which the company is expected to benefit.

## Investments

The investment in the joint venture is accounted for at cost less impairment.

#### **Stocks**

Stocks are stated at the lower of cost and estimated selling price less costs to complete and sell. The cost of finished goods and work in progress comprises direct materials and, where applicable, direct labour costs and an appropriate proportion of overhead expenses. Provision is made for damaged, obsolete and slow moving stock where appropriate.

#### Debtors

Short term debtors are measured at transaction price, less any impairment. Loans receivable are measured initially at fair value, net of transaction costs, and are subsequently measured at amortised cost using the effective interest method, less any impairment.

#### Creditors

Short term creditors are measured at transaction price. Other financial liabilities, including bank loans, are measured initially at fair value, net of transaction costs, and are subsequently measured at amortised cost using the effective interest method.

## Foreign currency

Transactions in foreign currency are translated at the spot rate at the date of the transactions. Assets and liabilities denominated in foreign currencies are retranslated at the rate of exchange at the balance sheet date. All exchange differences are taken to the profit and loss account.

## **Borrowings**

All borrowing costs are recognised in profit or loss in the period in which they are incurred.

#### Leases

Fixed assets acquired under finance leases are included in the balance sheet at cost and an appropriate provision made for depreciation. The outstanding liabilities under such agreements less interest not yet due are included in creditors. Interest attributable to each period is charged to the profit and loss account.

Operating lease rentals are charged to the profit and loss account on a straight line basis over the period of the lease.

## Share based payments

The company provides share-based payment arrangements to certain employees. The arrangements are measured at fair value at the date of grant. The fair value is expensed on a straight-line basis over the vesting period. The amount recognised as an expense is adjusted to reflect the actual number of shares or options that will vest.

## Financial instruments

Derivatives are recognised at fair value with changes in fair value taken to profit and loss account.

## Equity instruments

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

## 3 Turnover

The analysis of the company's turnover for the year from continuing operations is as follows:

|  | 2020<br>£  | 2019<br>£  |
|--|------------|------------|
| Sale of goods  | 16,481,526 | 17,123,272 |
| The analysis of the company's turnover for the year by market is as follows: |            |            |
|  | 2020<br>£  | 2019<br>£  |
| UK   | 6,370,503  | 6,428,830  |
| Europe   | 7,933,661  | 8,390,417  |
| Rest of world  | 2,177,362  | 2,304,025  |
|  | 16,481,526 | 17,123,272 |

| 4 | Other operating income   |              |             |
|---|--|--------------|-------------|
|   | The analysis of the company's other operating income for the year is as follows: |              |             |
|   |  |              | 2020        |
|   |  |              | £           |
|   | Grants received  | :            | 2,498       |
| _ |  |              |             |
| 5 | Operating profit   |              |             |
|   | Operating profit is stated after charging:                                       |              |             |
|   |  | 2020<br>£    | 2019<br>£   |
|   | Depreciation of tangible fixed assets  | ~<br>455,926 | 437,275     |
|   | Amortisation of intangible fixed assets  | 39,252       | 39,252      |
|   | Research and development costs   | 23,688       | 52,695      |
|   | Foreign exchange losses  | 57,233       | 25,227      |
|   | Operating lease charges  | 401,659      | 407;595     |
|   | Profit on disposal of property, plant and equipment                              | (2,998)      | -           |
|   |  |              |             |
| 6 | Auditors' remuneration   |              |             |
|   |  | 2020         | 2019        |
|   |  | £            | £           |
|   | Audit of the financial statements  | 14,528       | 14,808      |
|   | Other fees payable to auditor:   |              |             |
|   | All other non-audit services   | 2,200        | 2,100       |
|   |  |              | <del></del> |
|   |  |              |             |
| _ |  |              |             |
| 7 | Interest receivable and similar income   |              |             |
|   |  |              | 2020<br>£   |
|   | Other interest receivable  |              | ~<br>547    |
|   |  |              |             |
| 8 | Interest payable and similar charges   |              |             |
|   |  | 2020         | 2019        |
|   |  | £            | £           |
|   | Bank interest  | 203          | 234         |
|   | Interest on obligations under finance leases                                     | 13,215       | 22,235      |
|   | Other interest   | 44,586_      | 40,275      |
|   |  | 58,004       | 62,744      |
|   |  |              |             |

# 9 Staff costs

| Employee costs, including directors, during the year:   |                  |              |
|---|------------------|--------------|
|   | 2020             | 2019         |
| Maria and adada   | £                | £            |
| Wages and salaries  | 4,670,638        | 4,555,194    |
| Social security costs   | 392,345          | 384,908      |
| Other pension costs   | 84,071           | 82,157       |
|   | 5,147,054        | 5,022,259    |
| The average number of persons employed by the company (including directors) category was as follows:  | during the year, | analysed by  |
|   | 2020             | 2019         |
|   | No.              | No.          |
| Production  | 99               | 103          |
| Administration  | 43               | 46           |
|   | 142              | 149          |
|   |                  |              |
| 10 Directors' remuneration  |                  |              |
| The directors' remuneration for the year was as follows:  |                  |              |
|   | 2020<br>£        | 2019<br>£    |
| Salaries  | 298,413          | 287,924      |
| Benefits in kind  | 29,711           | 27,932       |
|   |                  |              |
| Aggregate remuneration  | 328,124          | 315,856      |
| Pension contributions   | 14,554           | 14,002       |
|   | 342,678          | 329,858      |
|   |                  |              |
|   | 2020             | 2019         |
|   | No.              | No.          |
| The number of directors accruing benefits under a defined benefit pension scheme during the year was: | 2                | 3            |
|   |                  |              |
| Remuneration in respect of the highest paid director:   |                  |              |
|   | 2020             | 2019         |
| Aggregate remuneration  | £<br>131,695     | £<br>121,375 |
| Aggregate remuneration  | 101,000          |              |

| 11 Tax on profit on ordinary activities   |           |           |
|---|-----------|-----------|
|   | 2020<br>£ | 2019<br>£ |
| Current taxation  |           |           |
| UK corporation tax  | -         | 131,203   |
| UK corporation tax adjustment to prior periods                                      | (7,487)   | -         |
|   | (7,487)   | 131,203   |
| Deferred taxation   |           |           |
| Origination and reversal of timing differences                                      | 28,276    | 2,133     |
| Tax on profit   | 20,789    | 133,336   |
| (2019: 19%). The differences are reconciled below:                                  |           |           |
|   | 2020<br>£ | 2019<br>£ |
| Profit before tax   | 178,986   | 788,166   |
| Corporation tax at standard rate  | 34,007    | 149,752   |
| Effect of revenues exempt from taxation   | (2,273)   | (5,322)   |
| Expenses not deductible for tax purposes  | (940)     | 257       |
| Increase (decrease) in UK and foreign current tax from adjustment for prior periods | (7,487)   | -         |
| Origination and reversal of timing differences                                      | (5,976)   | 1,665     |
| Tax increase (decrease) arising from group relief                                   | 9,309     | -         |
| Tax decrease from effect of adjustment in research and development tax credit       | (5,851)   | (13,016)  |
| Total tax charge  | 20,789    | 133,336   |

The amount of the net reversal of deferred tax liabilities expected to occur during the year beginning after the reporting period is £32,814 (2019: £27,167). This relates to the reversal of existing timing differences on tangible fixed assets present at the balance sheet date.

#### 12 Intangible assets Goodwill Total £ £ Cost At 1 April 2019 1,584,698 1,584,698 At 31 March 2020 1,584,698 1,584,698 Amortisation At 1 April 2019 1,538,184 1,538,184 Charge for the year 39,252 39,252 1,577,436 1,577,436 At 31 March 2020 Net book value 7,262 At 31 March 2020 7,262 At 31 March 2019 46,514 46,514

# 13 Tangible fixed assets

| Leasehold improvements £ | Plant and machinery £ | Furniture,<br>fittings and<br>equipment<br>£   | Motor<br>vehicles<br>£  | Total<br>£  |
|--------------------------|-----------------------|--|---|---|
|                          |                       |  |   |   |
| 105,206                  | 4,770,000             | 327,991  | 33,374  | 5,236,571   |
| -                        | 311,181               | 41,404   | -   | 352,585   |
|                          |                       | -  | (33,374)  | (33,374)  |
| 105,206                  | 5,081,181             | 369,395  |   | 5,555,782   |
|                          |                       |  |   |   |
| 12,297                   | 1,890,772             | 152,246  | 13,837  | 2,069,152   |
| 10,520                   | 395,216               | 44,655   | 5,535   | 455,926   |
| <u> </u>                 |                       |  | (19,372)  | (19,372)  |
| 22,817                   | 2,285,988             | 196,901  | -   | 2,505,706   |
|                          |                       |  |   |   |
| 92,909                   | 2,879,228             | 175,745  | 19,537  | 3,167,419   |
| 82,389                   | 2,795,193             | 172,494  |   | 3,050,076   |
|                          | 105,206               | improvements     machinery       £     4,770,000       -     311,181       -     -       105,206     5,081,181       12,297     1,890,772       10,520     395,216       -     -       22,817     2,285,988       92,909     2,879,228 | Leasehold improvements £         Plant and machinery £         fittings and equipment £           105,206         4,770,000         327,991           -         311,181         41,404           -         -         -           105,206         5,081,181         369,395           12,297         1,890,772         152,246           10,520         395,216         44,655           -         -         -           22,817         2,285,988         196,901           92,909         2,879,228         175,745 | Leasehold improvements         Plant and machinery £         fittings and equipment £         Motor vehicles £           105,206         4,770,000         327,991         33,374           -         311,181         41,404         -           -         -         (33,374)           105,206         5,081,181         369,395         -           12,297         1,890,772         152,246         13,837           10,520         395,216         44,655         5,535           -         -         (19,372)           22,817         2,285,988         196,901         -           92,909         2,879,228         175,745         19,537 |

## Assets held under finance leases

The net carrying amount of tangible fixed assets includes the following amounts in respect of assets held under finance leases:

|                     | 2020<br>£ | 2019<br>£ |
|---------------------|-----------|-----------|
| Motor vehicles      | -         | 19,537    |
| Plant and machinery | 758,219_  | 827,536   |
|                     | 758,219   | 847,073   |

Tangible fixed assets with a net book value of £3,050,076 (2019: £3,167,419) are pledged as security for liabilities of the company.

| 14 Investments in joint ventures                 |           |           |
|--|-----------|-----------|
|  | 2020<br>£ | 2019<br>£ |
| Investments in joint ventures                    | 156,989   | 156,989   |
| Aggregate financial information of joint venture |           |           |
|  | 2020<br>£ | 2019<br>£ |
| Total assets                                     | 1,003,790 | 1,057,987 |
| Total liabilities                                | (455,166) | (512,356) |
| Net assets                                       | 548,624   | 545,631   |
| Revenues   | 2,046,256 | 1,806,460 |
| Profit   | 50,373    | 83,099    |
|  |           |           |

Details of undertaking

Details of the investments in which the company holds 20% or more of the nominal value of any class of share capital are as follows:

| Joint venture                    | Description of holding | of holding | Principal activity  |
|----------------------------------|------------------------|------------|---|
| Anabond HS Butyl Private Limited | Ordinary               | 50%        | Manufacturing,<br>distributing and selling of<br>Butyl products in India. |

The aggregate amount of the total investment in the joint venture, by way of the equity method of valuation, is £274,312 (2019: £272,816). Further, the company's total comprehensive income for the financial year would be increased by £13,222 (2019: £13,541) and the company's total equity as shown on its balance sheet would increase by £117,323 (2019: £115,827).

# 15 Stocks

|                  | 2020<br>£ | 2019<br>£ |
|------------------|-----------|-----------|
| Raw materials    | 1,611,647 | 1,473,951 |
| Goods for resale | 465,918   | 604,766   |
|                  | 2,077,565 | 2,078,717 |

The amount charged to the profit and loss account in the year in respect of write downs of stocks is £32,000 (2019: £14,800).

Stocks with a net book value of £2,077,565 (2019: £2,078,717) are pledged as security for liabilities of the company.

## 16 Debtors

|   | 2020<br>£ | 2019<br>£ |
|---|-----------|-----------|
| Trade debtors                             | 3,366,317 | 3,764,052 |
| Amounts owed from group undertakings      | 13        | -         |
| Amounts owed from participating interests | 382,766   | 430,991   |
| Other debtors                             | 78,312    | 79,541    |
| Prepayments                               | 376,275   | 486,292   |
|   | 4,203,683 | 4,760,876 |

Debtors with a value of £4,203,683 (2019: £4,760,876) are pledged as security for liabilities of the company.

## 17 Creditors:

Amounts falling due within one year

|  | 2020<br>£ | 2019<br>£ |
|--|-----------|-----------|
| Finance lease liabilities                    | 186,553   | 188,230   |
| Trade creditors                              | 2,284,061 | 2,554,746 |
| Social security and other taxes              | 99,295    | 103,100   |
| Other creditors                              | 54,507    | 47,774    |
| Corporation tax                              | -         | 66,203    |
| Other current financial liabilities          | 2,175,282 | 1,997,726 |
| Accruals                                     | 289,873   | 504,883   |
|  | 5,089,571 | 5,462,662 |
| Amounts falling due after more than one year |           |           |
| Finance lease liabilities                    | 246,867   | 434,627   |

# 18 Security

Finance leases and other current financial liabilities totalling £2,608,702 (2019: £2,620,583) are secured by a fixed and floating charge over assets in which they relate.

| 19 Provisions  |        |        |                   |                           |
|--|--------|--------|-------------------|---------------------------|
|  | •      |        | Deferred tax<br>£ | Total<br>£                |
| At 1 April 2019                                      |        |        | 299,309           | 299,309                   |
| Increase in existing provisions                      |        |        | 28,276            | 28,276                    |
| At 31 March 2020                                     |        |        | 327,585           | 327,585                   |
| Analysis of deferred tax is as follows:              |        |        |                   |                           |
| 2020<br>Capital allowances in excess of depreciation |        |        |                   | £<br>Liability<br>327,585 |
| 2019<br>Capital allowances in excess of depreciation |        |        |                   | £<br>Liability<br>299,309 |
| 20 Share capital                                     |        |        |                   |                           |
| Allotted, called up and fully paid shares            |        |        |                   |                           |
|  | 2020   |        | 2019              |                           |
|  | No.    | £      | No.               | £                         |
| A Ordinary shares of £1 each                         | 12,500 | 12,500 | 12,500            | 12,500                    |
| B Ordinary shares of £1 each                         | 26,250 | 26,250 | 26,250            | 26,250                    |
| C Ordinary shares of £1 each                         | 26,250 | 26,250 | 26,250            | 26,250                    |
| D Ordinary shares of £1 each                         | 10,000 | 10,000 | 10,000            | 10,000                    |

Rights, preferences and restrictions

All shares rank pari passu in all respects except that no class of share is entitled to any dividend declared on any other class of share.

75,000

75,000

75,000

75,000

## 21 Capital and reserves

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

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

Profit and loss account - includes all current and prior period retained profits and losses.

Capital redemption reserve - represents shares redeemed by the company.

#### 22 Financial commitments

Total financial commitments which are not included in the balance sheet are set out below:

## Capital commitments

Total capital commitments which are not included in the balance sheet amount to £30,114 (2019: £102,000).

## Operating leases

The total of future minimum operating lease payments is as follows:

|                                 |            | 2020<br>£ | 2019<br>£   |
|---------------------------------|------------|-----------|-------------|
| Within one year                 |            | 288,468   | 295,545     |
| Between one and five years      |            | 1,113,932 | 1,110,557   |
| After five years                |            | 558,288   | 833,288     |
|                                 |            | 1,960,688 | 2,239,390   |
| Analysis of changes in net debt |            |           |             |
|                                 | At 1 April | Non-cash  | At 31 March |

# 23

|                           | At 1 April<br>2019 | Cash Flows | Non-cash<br>changes    | At 31 March<br>2020 |
|---------------------------|--------------------|------------|------------------------|---------------------|
|                           | £                  | £          | Finance<br>leases<br>£ | £                   |
| Long-term borrowings      | (434,627)          | -          | 187,760                | (246,867)           |
| Short-term borrowings     | (2,185,956)        | 11,881     | (187,760)              | (2,361,835)         |
| Total liabilities         | (2,620,583)        | 11,881     | -                      | (2,608,702)         |
| Cash and cash equivalents | 422,155            | (109,438)  | -                      | 312,717             |
| Total net debt            | (2,198,428)        | (97,557)   |                        | (2,295,985)         |

## 24 Share-based payments

HS Butyl Share Option Scheme

Scheme details and movements

Certain employees of the company have been granted options over the shares in the parent company, Lymington Holdings Limited. The options are granted with a fixed exercise price of 49.64p, are exercisable on sale of the business and expire on 31 December 2023. Employees are required to remain in employment within the company.

The movements in the number of share options during the year were as follows:

|                              | 2020<br>Number | 2019<br>Number |
|------------------------------|----------------|----------------|
| Outstanding, start of period | 2,610          | 2,610          |
| Expired during the period    | (979)          | -              |
| Outstanding, end of period   | 1,631          | 2,610          |

HS Butyl Limited
Annual Report and Financial Statements
Notes to the Financial Statements for the year ended 31 March 2020

## 25 Contingent liabilities

During the year the company was party to a cross guarantee with Lymington Holdings Limited, the ultimate parent company, for all bank borrowings. At 31 March 2020 the amount guaranteed was £456,958 (2019: £616,487).

## 26 Related party transactions

Summary of transactions with other related parties

During the year the company made sales to a company under common control, amounting to £112,447 (2019: £111,024). The amount owed from this company at the year end amounted to £28,708 (2019: £nil). The company also made purchases from a company under common control amounting to £2,000 (2019: £2,544).

During the year management charges were also charged by this company amounting to £147,044 (2019: £146,004).

The amount owed to this company at the year end amounted to £32,271 (2019: £32,129).

During the year the company made sales to a joint venture, amounting to £947,760 (2019: £796,409). The amount owed from this company at the year end amounted to £382,766 (2019: £430,991). During the year the company received dividends amounting to £11,965 (2019: £28,008).

The company has taken the exemption not to disclose transactions with its parent company as it is a wholly owned subsidiary and consolidated financial statements are prepared.

Key management compensation

|   | 2020<br>£ | 2019<br>£ |
|---|-----------|-----------|
| Salaries and other short term employee benefits | 379,123_  | 373,623   |

## 27 Controlling party

The company's immediate parent is Lymington Holdings Limited, a company incorporated in England and Wales.