Registered number: 09069081

# **CASH MANAGEMENT SOLUTIONS LIMITED**

# ANNUAL REPORT AND FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2018



#### **COMPANY INFORMATION**

R Dell'Aquila D Hawks III **Directors** 

M LaConti

J A Sopher (appointed 18 July 2018)

**Company secretary** G R J Davies

Registered number 09069081

Registered office Leeway House

Leeway Industrial Estate

Newport Gwent **NP19 4SL** 

Independent auditor Grant Thornton UK LLP

**Chartered Accountants & Statutory Auditor** 

3 Callaghan Square Cardiff

South Glamorgan

CF10 5BT

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#### GROUP STRATEGIC REPORT FOR THE YEAR ENDED 31 DECEMBER 2018

#### Introduction

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

#### **Business review**

The consolidated operating loss of the Group, after adding back goodwill amortisation, for the period to the 31 December 2018 was £0.37M compared to £1.185M profit for the prior year. Turnover decreased by 12.33% versus the prior year and the gross profit margin percentage was 6.9% lower. As a consequence of these negative variances the Group made an operating loss for the full year 2018. During the course of the year the Group took actions to increase sales and reduce cost, and the Group returned to profitability in the last quarter of 2018. The Group secured significant orders at the end of 2018 and has continued to do so in 2019. The directors expect that this will return the Group to profit in 2019.

The Group operates within the cash handling industry, providing cash handling solutions to retailers and banks. The industry is large and incorporates many technologies, of which electronic cash counting has always been a niche product. An alternative to cash for the Group's customers is electronic payments, in particular contactless payments. It is our belief that cash will remain the dominant form of payment for some time, and further, that electronic cash counting will remain an important part of many retailers' cash processes here in the UK and further afield.

Under the terms of a credit agreement entered with HSBC in July 2014 a loan repayment of £2.33M was due in July 2019. Since the balance sheet date, the company has secured new finance to replace this loan.

#### Principal risks and uncertainties

The principal risks and uncertainties that affected the Group during the year were:

Competitive pressure in the markets in which the Group operates and the general economic environment are a continuing risk to the Group. The Group manages this risk by maintaining strong relationships with keys customers, providing high levels of service, and where applicable a customised solution.

The Group's sales are global and as such the Group has exposure to the risk of foreign exchange movements.

The main currencies the Group has exposure to are the US Dollar, Euro and Japanese Yen. Option dated forward exchange contracts are used to reduce and manage risk.

Some of the Group companies are based in Europe and there could potentially be an impact in the future from the UK's decision to leave the European Union as announced in the 2016 Referendum.

Any impact is difficult to quantify until the conditions around the departure are known with more certainty.

#### GROUP STRATEGIC REPORT (CONTINUED) FOR THE YEAR ENDED 31 DECEMBER 2018

#### Financial key performance indicators

The Group has minimum targets within its credit agreement regarding interest cover, leverage and cash flow. As a result, the Group targets EBITDA and cash flow at levels that are in excess of these minimum targets. The Group's administrative expenses are relatively fixed and its cash flows are generally liquid; the financial performance of the Group is therefore highly dependent on sales. The Group targets sales stability and growth over the medium term to improve financial performance.

This report was approved by the board on

26/09/2019

and signed on its behalf.

M LaConti Director

# DIRECTORS' REPORT FOR THE YEAR ENDED 31 DECEMBER 2018

The directors present their report and the financial statements for the year ended 31 December 2018.

#### Directors' responsibilities statement

The directors are responsible for preparing the Group strategic report, the Directors' report and the consolidated 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, including FRS 102 'The Financial Reporting Standard applicable in the UK and Republic of Ireland'). 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 and profit or loss of the Group for that period. In preparing these financial statements, the directors are required to:

- select suitable accounting policies and then apply them consistently;
- make judgements 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 Group 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 the Group 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 the Group and hence for taking reasonable steps for the prevention and detection of fraud and other irregularities.

The directors are responsible for the maintenance and integrity of the corporate and financial information included on the Group's website. Legislation in the United Kingdom governing the preparation and dissemination of financial statements may differ from legislation in other jurisdictions.

#### Results and dividends

The loss for the year, after taxation, amounted to £1,702,738 (2017 - loss £404,055).

No dividends were declared or paid during the year.

#### **Directors**

The directors who served during the year were:

R Dell'Aquila D Hawks III M LaConti J A Sopher (appointed 18 July 2018)

### **Future developments**

The Group continues to invest in its product range and in particular the development of the intelligent cash drawer, LiveDrawer, which is expected to drive future sales growth.

Market conditions are expected to remain challenging, but the directors remain confident about the future prospects for the Group as its trading companies are well established and continue to focus on customer development, increasing market share and developing new products.

# DIRECTORS' REPORT (CONTINUED) FOR THE YEAR ENDED 31 DECEMBER 2018

#### Financial instruments

Financial instruments are all categorised as basic financial instruments under section 11 of FRS 102.

The Group has exposure to foreign exchange risk through the sale and purchase of products denominated in foreign currency. Option dated forward exchange contracts are used to reduce and manage risk. There were contracts open at the start and end of the year and these have been recognised on the Group balance sheet in accordance with FRS 102.

#### Research and development activities

Most of the Research and Development activity in the year has been on the new high-end touch screen desktop cash counter which launched during the year. In addition, the Group has continued to invest in its LiveDrawer Manager software that will help customers maximise the benefits of its LiveDrawer range of intelligent cash drawers.

#### Disclosure of information to auditor

The directors confirm that:

- so far as each director is aware, there is no relevant audit information of which the Company and the Group's auditor is unaware, and
- the directors have taken all the steps that they ought to have taken as directors in order to make themselves aware of any relevant audit information and to establish that the Company and the Group's auditor is aware of that information.

### Post balance sheet events

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

#### **Auditor**

The auditor, Grant Thornton UK LLP, will be proposed for reappointment in accordance with section 485 of the Companies Act 2006.

This report was approved by the board on

26/09/2019

and signed on its behalf.

M LaConti Director



# INDEPENDENT AUDITOR'S REPORT TO THE MEMBERS OF CASH MANAGEMENT SOLUTIONS LIMITED

#### Opinion

We have audited the financial statements of Cash Management Solutions Limited (the 'parent Company') and its subsidiaries (the 'Group') for the year ended 31 December 2018, which comprise the Consolidated Statement of comprehensive income, the Consolidated and Company Balance sheets, the Consolidated Statement of cash flows, the Consolidated and Company Statement of changes in equity 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 Group's and of the parent Company's affairs as at 31
   December 2018 and of the Group's loss 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 Auditor's responsibilities for the audit of the financial statements section of our report. We are independent of the Group 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 Group's or the parent Company's ability to continue to adopt the going
  concern basis of accounting for a period of at least twelve months from the date when the financial
  statements are authorised for issue.



# INDEPENDENT AUDITOR'S REPORT TO THE MEMBERS OF CASH MANAGEMENT SOLUTIONS LIMITED (CONTINUED)

#### Other information

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

#### 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 Group 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 Group strategic report and the Directors' report have been prepared in accordance with applicable legal requirements.

#### Matter on which we are required to report under the Companies Act 2006

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

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

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 parent Company, or returns adequate for our audit have not been received from branches not visited by us; or
- the parent Company financial statements are not in agreement with the accounting records and returns;
- 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.



# INDEPENDENT AUDITOR'S REPORT TO THE MEMBERS OF CASH MANAGEMENT SOLUTIONS LIMITED (CONTINUED)

#### Responsibilities of directors for the financial statements

As explained more fully in the Directors' responsibilities statement on page 3, 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 Group's and the parent 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 Group or the parent Company or to 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: <a href="www.frc.org.uk/auditorsresponsibilities">www.frc.org.uk/auditorsresponsibilities</a>. 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.

Rhian Owen BSc FCA Senior statutory auditor

for and on behalf of Grant Thornton UK LLP Statutory Auditor, Chartered Accountants

ptember 2019

Cardiff

Date:

#### CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME FOR THE YEAR ENDED 31 DECEMBER 2018

·	Note	2018 £	2017 £
Turnover	4	10,429,479	11,896,734
Cost of sales		(4,053,998)	(3,803,700)
Gross profit	•	6,375,481	8,093,034
Distribution costs		(643,685)	(670,083)
Administrative expenses		(6,146,341)	(6, 290, 962)
Goodwill amortisation	•	(1,112,105)	(1,112,105)
Other operating income	. 5	45,000	53,000
Operating (loss)/profit	. 6	(1,481,650)	72,884
Interest receivable and similar income	9	1,800	-
Interest payable and expenses	10	(175,245)	(190,305)
Loss before taxation		(1,655,095)	(117,421)
Tax on loss		(47,643)	(286,634)
Loss for the financial year		(1,702,738)	(404,055)
Foreign exchange adjustments		(57,303)	(6,849)
Other comprehensive income for the year		(57,303)	(6,849)
Total comprehensive income for the year		(1,760,041)	(410,904)
(Loss) for the year attributable to:			
Owners of the parent Company		(1,702,738)	(404,055)
		(1,702,738)	(404,055)

There were no recognised gains and losses for 2018 or 2017 other than those included in the consolidated statement of comprehensive income.

The notes on pages 15 to 35 form part of these financial statements.

# CASH MANAGEMENT SOLUTIONS LIMITED REGISTERED NUMBER: 09069081

# CONSOLIDATED BALANCE SHEET AS AT 31 DECEMBER 2018

	Note		2018 £		2017 £
Fixed assets					
Intangible assets	13		6,284,942		7,133,857
Tangible assets	14		247,992		184,428
		•	6,532,934		7,318,285
Current assets		•	•	*	
Stocks	16	1,290,962		905,708	
Debtors: amounts falling due within one year	17	2,534,523		1,753,630	
Cash at bank and in hand	18	692,800		1,517,945	
		4,518,285	•	4,177,283	
Creditors: amounts falling due within one year	19	(6,615,005)		(3,005,810)	
Net current (liabilities)/assets	•	· · · · · · · · · · · · · · · · · · ·	(2,096,720)		1,171,473
Total assets less current liabilities			4,436,214		8,489,758
Creditors: amounts falling due after more han one year	20				(2,330,000)
Provisions for liabilities	20		_		(2,330,000)
Deferred taxation	23	(358,877)		(322,713)	
Other provisions	24	(150,000)		(150,000)	
			(508,877)		(472,713)
Net assets		• . • •	3,927,337		5,687,045
Capital and reserves			· ·		
Called up share capital	25	•	5,201,033		5,200,700
Foreign exchange reserve	26		158,607		215,910
Profit and loss account	26	* •	(1,432,303)	•	270,435
Equity attributable to owners of the parent Company	•		3,927,337		5,687,045
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The financial statements were approved and authorised for issue by the board and were signed on its behalf on

M LaConti Director

The notes on pages 15 to 35 form part of these financial statements.

26/09/2019

# CASH MANAGEMENT SOLUTIONS LIMITED REGISTERED NUMBER:09069081

# COMPANY BALANCE SHEET AS AT 31 DECEMBER 2018

	Note		2018 £	•	2017 £
Fixed assets					
Investments	15		11,822,945		11,812,043
			11,822,945		11,812,043
Current assets		•			
Debtors: amounts falling due within one year	17	572,529		33,982	
	٠.	572,529		33,982	
Creditors: amounts falling due within one year	19	(4,489,012)	٠	(1,326,200)	
Net current liabilities	•	•	(3,916,483)		(1,292,218)
Total assets less current liabilities			7,906,462		10,519,825
Creditors: amounts falling due after more than one year	20		•		(2,330,000)
Net assets			7,906,462	· .	8,189,825
Capital and reserves			<del></del>		
Called up share capital	25		5,201,033		5,200,700
Profit and loss account brought forward Loss for the year		2,989,125 (283,696)	•	3,239,352 (250,227)	
Profit and loss account carried forward			2,705,429		2,989,125
			7,906,462		8,189,825

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

M Laconti Director

Director

The notes on pages 15 to 35 form part of these financial statements.

26/09/2019

# CONSOLIDATED STATEMENT OF CHANGES IN EQUITY FOR THE YEAR ENDED 31 DECEMBER 2018

	Called up share capital £	Foreign exchange reserve £	Profit and loss account £	Total equity
At 1 January 2017	5,200,000	222,759	674,490	6,097,249
Comprehensive income for the year	•			•
Loss for the year	•	·	(404,055)	(404,055)
Foreign exchange movement	<del>-</del>	(6,849)	-	(6,849)
Shares issued during the year	700	-	· •	700
At 1 January 2018	5,200,700	215,910	270,435	5,687,045
Comprehensive income for the year	•	•		
Loss for the year	•		(1,702,738)	(1,702,738)
Foreign exchange movement	· •	(57,303)	•	(57,303)
Total comprehensive income for the year		(57,303)	(1,702,738)	(1,760,041)
Shares issued during the year	333		•	333
Total transactions with owners	333	-	• .	333
At 31 December 2018	5,201,033	158,607	(1,432,303)	3,927,337
•				

The notes on pages 15 to 35 form part of these financial statements.

# COMPANY STATEMENT OF CHANGES IN EQUITY FOR THE YEAR ENDED 31 DECEMBER 2018

	Called up share capital £	Profit and loss account £	Total equity £
At 1 January 2017	5,200,000	3,239,352	8,439,352
Loss for the year	- ·	(250,227)	(250,227)
Contributions by and distributions to owners Shares issued during the year	700	<u>.</u>	- 700
At 1 January 2018	5,200,700	2,989,125	8,189,825
Loss for the year	•	(283,696)	(283,696)
Contributions by and distributions to owners			•
Shares issued during the year	333	• ·	333
At 31 December 2018	5,201,033	2,705,429	7,906,462

The notes on pages 15 to 35 form part of these financial statements.

# CONSOLIDATED STATEMENT OF CASH FLOWS FOR THE YEAR ENDED 31 DECEMBER 2018

	ç ,	. •.
	2018	2017 £
Cash flows from operating activities	•	· .
Loss for the financial year	(1,702,738)	(404,055)
Adjustments for:		,
Amortisation of intangible assets	1,349,018	1,112,714
Depreciation of tangible assets	116,057	90,652
Loss on disposal of tangible assets		30
Interest paid	175,245	190,305
Interest received	(1,800)	-
Taxation charge	47,643	286,634
(Increase) in stocks	(385,254)	(151,797)
(Increase)/decrease in debtors	(891,291)	116,042
Increase in creditors	1,078,395	835,185
Increase/(decrease) in provisions		(50,000)
Foreign exchange	(57,303)	(6,849)
Corporation tax received/(paid)	148,363	(539,579)
Net cash generated from operating activities	(123,665)	1,479,282
Cash flows from investing activities		
Purchase of intangible fixed assets	(500,103)	(881,867)
Purchase of tangible fixed assets	(179,621)	(116,009)
Interest received	1,800	-
Net cash from investing activities	(677,924)	(997,876)
Cash flows from financing activities	<del> </del>	
Issue of ordinary shares	333	700
New secured loans	550,000	-
Repayment of loans	(398,644)	(815,000)
Interest paid	(175,245)	(190,305)
Net cash used in financing activities	(23,556)	(1,004,605)

# CONSOLIDATED STATEMENT OF CASH FLOWS (CONTINUED) FOR THE YEAR ENDED 31 DECEMBER 2018

	2018 £	2017 £
Net (decrease) in cash and cash equivalents	(825,145)	 (523,199)
Cash and cash equivalents at beginning of year	1,517,945	2,041,144
Cash and cash equivalents at the end of year	692,800	1,517,945
Cash and cash equivalents at the end of year comprise:		
Cash at bank and in hand	692,800	1,517,945
	692,800	1,517,945

The notes on pages 15 to 35 form part of these financial statements.

# NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2018

#### 1. General information

Cash Management Solutions Limited is a private company limited by shares incorporated in England and Wales, with its registered office at: Leeway House, Leeway Industrial Estate, Newport, Gwent, NP19 4SL.

#### 2. Accounting policies

#### 2.1 Basis of preparation of financial statements

The financial statements have been prepared under the 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 the Companies Act 2006.

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

The Company has taken advantage of the exemption allowed under section 408 of the Companies Act 2006 and has not presented its own Statement of comprehensive income in these financial statements.

The following principal accounting policies have been applied:

#### 2.2 Basis of consolidation

The consolidated financial statements present the results of the Company and its own subsidiaries ("the Group") as if they form a single entity. Intercompany transactions and balances between group companies are therefore eliminated in full.

The consolidated financial statements incorporate the results of business combinations using the purchase method. In the Balance sheet, the acquiree's identifiable assets, liabilities and contingent liabilities are initially recognised at their fair values at the acquisition date. The results of acquired operations are included in the Consolidated statement of comprehensive income from the date on which control is obtained. They are deconsolidated from the date control ceases.

In accordance with the transitional exemption available in FRS 102, the group has chosen not to retrospectively apply the standard to business combinations that occurred before the date of transition to FRS 102, being 01 January 2015.

#### 2.3 Going concern

Based on the trading and cash flow projections the directors deem it appropriate to prepare the financial statements on the going concern basis. These projections contain various judgements and assumptions which are considered both achievable and appropriate.

The directors consider the external funding which has been secured post year end to be sufficient to meet ongoing funding requirements and meet liabilities as and when they fall due.

#### NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2018

#### 2. Accounting policies (continued)

#### 2.4 Foreign currency translation

#### Functional and presentation currency

The Company's functional and presentational currency is GBP.

#### Transactions and balances

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

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

Foreign exchange gains and losses resulting from the settlement of transactions and from the translation at period-end exchange rates of monetary assets and liabilities denominated in foreign currencies are recognised in the Consolidated statement of comprehensive income except when deferred in other comprehensive income as qualifying cash flow hedges.

Foreign exchange gains and losses that relate to borrowings and cash and cash equivalents are presented in the Consolidated statement of comprehensive income within 'finance income or costs'. All other foreign exchange gains and losses are presented in the Consolidated statement of comprehensive income within 'other operating income'.

On consolidation, the results of overseas operations are translated into Sterling at rates approximating to those ruling when the transactions took place. All assets and liabilities of overseas operations are translated at the rate ruling at the reporting date. Exchange differences arising on translating the opening net assets at opening rate and the results of overseas operations at actual rate are recognised in other comprehensive income.

#### 2.5 Revenue

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

Revenue comprises sales of electronic business equipment, software and systems together with Tellermate cover on these sales. Revenue is recognised in the profit and loss account at the point of despatch at invoiced amount for the sale of equipment and where the Tellecover is charged separately, over the period of the cover.

#### 2.6 Operating leases: the Group as lessee

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

#### NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2018

#### 2. Accounting policies (continued)

#### 2.7 Interest income

Interest income is recognised in the Consolidated statement of comprehensive income using the effective interest method.

#### 2.8 Finance costs

Finance costs are charged to the Consolidated statement of comprehensive income over the term of the debt using the effective interest method so that the amount charged is at a constant rate on the carrying amount. Issue costs are initially recognised as a reduction in the proceeds of the associated capital instrument.

#### 2.9 Borrowing costs

All borrowing costs are recognised in the Consolidated statement of comprehensive income in the year in which they are incurred.

#### 2.10 Pensions

#### Defined contribution pension plan

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

The contributions are recognised as an expense in the Consolidated statement of comprehensive income when they fall due. Amounts not paid are shown in accruals as a liability in the Balance sheet. The assets of the plan are held separately from the Group in independently administered funds.

#### NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2018

#### 2. Accounting policies (continued)

#### 2.11 Current and deferred taxation

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

The current income tax charge is calculated on the basis of tax rates and laws that have been enacted or substantively enacted by the balance sheet date in the countries where the Company and the Group operate and generate income.

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

- The recognition of deferred tax assets is limited to the extent that it is probable that they will be recovered against the reversal of deferred tax liabilities or other future taxable profits;
- Any deferred tax balances are reversed if and when all conditions for retaining associated tax allowances have been met; and
- Where they relate to timing differences in respect of interests in subsidiaries, associates, branches and joint ventures and the Group can control the reversal of the timing differences and such reversal is not considered probable in the foreseeable future.

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

# NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2018

#### 2. Accounting policies (continued)

#### 2.12 Intangible assets

#### Goodwill

Goodwill represents the difference between amounts paid on the cost of a business combination and the acquirer's interest in the fair value of the Group's share of its identifiable assets and liabilities of the acquiree at the date of acquisition. Subsequent to initial recognition, Goodwill is measured at cost less accumulated amortisation and accumulated impairment losses. Goodwill is amortised on a straight line basis to the Profit and loss account over its useful economic life.

Goodwill is amortised over 8 years.

#### Other intangible assets

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

All intangible assets are considered to have a finite useful life. They will be amortised over their expected life once sales commence of the development products.

The software will be amortised over the expected useful life and will commence once the software is in use.

The estimated useful lives range as follows:

Patents	-	•	8	years
Development expenditure	-		8	years
Goodwill	-		8	years
Software	-		8	years

#### 2.13 Research and development costs

In the research phase of an internal project it is not possible to demonstrate that the project will generate future economic benefits and hence all expenditure on research shall be recognised as an expense when it is incurred. Intangible assets are recognised from the development phase of a project if and only if certain specific criteria are met in order to demonstrate the asset will generate probable future economic benefits and that its cost can be reliably measured. The capitalised development costs are subsequently amortised on a straight line basis over their useful economic lives.

If it is not possible to distinguish between the research phase and the development phase of an internal project, the expenditure is treated as if it were all incurred in the research phase only.

Deferred research and development costs are reviewed annually, and where future benefits are deemed to have ceased or to be in doubt, the balance of any related research and development is written off to the Profit and loss account.

#### NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2018

#### 2. Accounting policies (continued)

#### 2.14 Tangible fixed assets

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

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

Depreciation is provided on the following basis:

Plant and machinery - 4 - 5 years Fixtures, fittings and equipment - 3 - 5 years

The assets' residual values, useful lives and depreciation methods are reviewed, and adjusted prospectively if appropriate, or if there is an indication of a significant change since the last reporting date.

Gains and losses on disposals are determined by comparing the proceeds with the carrying amount and are recognised in the Consolidated statement of comprehensive income.

### 2.15 Valuation of investments

Investments in subsidiaries are measured at cost less accumulated impairment.

#### 2.16 Stocks

Stocks are stated at the lower of cost and net realisable value, being the estimated selling price less costs to complete and sell. Cost is based on the cost of purchase on a first in, first out basis. Work in progress and finished goods include labour and attributable overheads.

At each balance sheet date, stocks are assessed for impairment. If stock is impaired, the carrying amount is reduced to its selling price less costs to complete and sell. The impairment loss is recognised immediately in profit or loss.

#### 2.17 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 measured subsequently at amortised cost using the effective interest method, less any impairment.

#### 2.18 Cash and cash equivalents

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

In the Consolidated statement of cash flows, cash and cash equivalents are shown net of bank overdrafts that are repayable on demand and form an integral part of the Group's cash management.

# NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2018

#### 2. Accounting policies (continued)

#### 2.19 Creditors

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

#### 2.20 Provisions for liabilities

Provisions are made where an event has taken place that gives the Group a legal or constructive obligation that probably requires settlement by a transfer of economic benefit, and a reliable estimate can be made of the amount of the obligation.

Provisions are charged as an expense to the Consolidated statement of comprehensive income in the year that the Group becomes aware of the obligation, and are measured at the best estimate at the Balance sheet date of the expenditure required to settle the obligation, taking into account relevant risks and uncertainties.

When payments are eventually made, they are charged to the provision carried in the Balance sheet.

#### 2.21 Financial instruments

The Group only enters into basic financial instruments transactions that result in the recognition of financial assets and liabilities like trade and other accounts receivable and payable, loans from banks and other third parties, loans to related parties and investments in non-puttable ordinary shares.

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 payables or receivables, 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 Profit and loss account.

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.

For financial assets measured at cost less impairment, the impairment loss is measured as the difference between an asset's carrying amount and best estimate, which is an approximation of the amount that the Group would receive for the asset if it were to be sold at the balance sheet date.

# NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2018

#### 2. Accounting policies (continued)

#### 2.21 Financial instruments (continued)

Financial assets and liabilities are offset and the net amount reported in the Balance sheet when there is an enforceable right to set off the recognised amounts and there is an intention to settle on a net basis or to realise the asset and settle the liability simultaneously.

### 3. Judgements in applying accounting policies and key sources of estimation uncertainty

Many of the amounts included in the financial statements involve the use of judgement and / or estimation. These judgements and estimates are based on management's best knowledge of the relevant facts and circumstances, having regard to prior experience, but actual results may differ from the amounts included in the financial statements. Information about such judgements and estimation is contained in the accounting policies and / or the notes to the financial statements and the key areas are summarised below:

#### Depreciation

The company exercises judgement to determine useful lives and residual values of tangible fixed assets. The assets are depreciated down to their residual values over their estimated useful lives.

#### **Amortisation**

The company exercises judgement to determine useful lives of intangible fixed assets. The assets are amortised over their estimated useful lives.

#### **Provisions**

Provisions have been made for trade debtors and for slow moving and obsolete stock. These provisions are estimates and the actual costs and timing of future cash flows are dependent on future events. The difference between expectations and the actual future liability will be accounted for in the period when such determination is made.

### 4. Turnover

		2018 £	2017 £
United Kingdom		746,224	1,192,652
Rest of the World		9,683,255	10,704,082
		10,429,479	11,896,734
5. Other operating income		•	
		2018 £	2017 £
R & D Expenditure Credit		45,000	53,000
		45,000	53,000

# NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2018

# 6. Operating (loss)/profit

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

	2018 £	2017 £
Research & development charged as an expense	63,785	29,233
Depreciation of tangible fixed assets	116,057	90,652
Amortisation of intangible assets, including goodwill	1,349,018	1,112,714
Fees payable to the Group's auditor and its associates for the audit of the company's annual accounts	34,793	30,625
Fees payable to the Group's auditors for non-audit services	75,620	36,815
Exchange differences	(11,402)	98,625
Defined contribution pension cost	109,650	117,881

#### NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2018

#### 7. Employees

Staff costs, including directors' remuneration, were as follows:

	Group 2018 £	Group 2017 £
Wages and salaries	3,555,366	3,534,198
Social security costs	334,673	330,001
Cost of defined contribution scheme	109,650	117,881
	3,999,689	3,982,080

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

	•	2018 No.	2017 No.:
Production		14	15
Selling and distribution		14	15
Administrative		30	32
Research and development		15	· 15
Marketing		5	7
~		78	84

The Company has no employees other than the directors, who did not receive any remuneration (2017 - £Nil)

#### 8. Directors' remuneration

During the year retirement benefits were accruing to no directors (2017 - Nil) in respect of defined contribution pension schemes.

No directors are remunerated through this company. Directors of the subsidiary companies are remunerated through the subsidiary companies and the amounts are disclosed in the relevant financial statements.

The directors of Tellermate Limited are considered to be Key Management Personnel. Total remuneration paid to these directors amounted to £408,562 (2017: £483,040). The National insurance amounted to £48,975.

# NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2018

9.	Interest receivable	ř	
		2018 £	2017 £
	Other interest receivable	1,800	-
10.	Interest payable and similar expenses		
		2018 £	2017 £
	Bank interest payable	175,245	190,305
11.	Taxation	•	
		2018 £	2017 £
٠	Corporation tax		
	Current tax on profits for the year Adjustments in respect of previous periods	(60,737) (8,800)	112,000 (41,889)
		(69,537)	70,111
	Foreign tax		
	Foreign tax on income for the year	81,016	70,368
•		81,016	70,368
	Total current tax	11,479	140,479
	Deferred tax		
	Origination and reversal of timing differences	36,164	146,155
	Total deferred tax	36,164	146,155
	Taxation on profit on ordinary activities	47,643	286,634

#### NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2018

# 11. Taxation (continued)

### Factors affecting tax charge for the year

The tax assessed for the year is higher than (2017 - higher than) the standard rate of corporation tax in the UK of 19% (2017 - 19.25%). The differences are explained below:

	2018 £	2017 £
Loss on ordinary activities before tax	(1,655,095)	(117,422)
Loss on ordinary activities multiplied by standard rate of corporation tax in the UK of 19% (2017 - 19.25%)  Effects of:	(314,468)	(22,604)
Expenses not deductible for tax purposes, other than goodwill amortisation and impairment	3,993	6,392
Adjustments to deferred tax charge in respect of prior periods	3,618	-
Adjustments to tax charge in respect of prior periods	(8,800)	(12,417)
Overseas tax difference	157,904	123,317
Consolidation adjustment	150,799	207,389
Rate differences	1,626	(15,443)
Deferred tax not provided	52,971	-
Total tax charge for the year	47,643	286,634

### Factors that may affect future tax charges

There were no factors that may affect future tax charges.

### 12. Parent Company Profit for the year

The Company has taken advantage of the exemption allowed under section 408 of the Companies Act 2006 and has not presented its own Statement of comprehensive income in these financial statements. The loss after tax of the parent Company for the year was £283,696 (2017 - loss £250,227).

# NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2018

# 13. Intangible assets

Group

	Patents £	Developm- ent £	Software £	Goodwill £	Total £
Cost		•	•		•
At 1 January 2018	27,213	2,322,426	221,262	8,894,771	11,465,672
Additions	42,346	385,007	61,849	10,901	500,103
At 31 December 2018	69,559	2,707,433	283,111	8,905,672	11,965,775
Amortisation	•				
At 1 January 2018	-	438,470	977	3,892,368	4,331,815
Charge for the year	377	206,787	29,749	1,112,105	1,349,018
At 31 December 2018	377	645,257	30,726	5,004,473	5,680,833
Net book value	, .	•	·	· · · · ·	
At 31 December 2018	69,182	2,062,176	252,385 ========	3,901,199	6,284,942
At 31 December 2017	27,213	1,883,956	220,285	5,002,403	7,133,857

# NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2018

# 14. Tangible fixed assets

# Group

		F&F and P&M £
Cost or valuation		
At 1 January 2018		685,968
Additions		179,621
At 31 December 2018		865,589
Depreciation		
At 1 January 2018		501,540
Charge for the year on ov	vned assets	116,057
At 31 December 2018		617,597
Net book value		
At 31 December 2018		247,992
At 31 December 2017		184,428

# NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2018

#### 15. Fixed asset investments

### Company

•		Investments
		in i
		subsidiary
		companies
· · · · · ·		£
Cost or valuation	•	
	•	
At 1 January 2018		11,812,043
Additions		10,902
•	*	
At 31 December 2018		11,822,945
•	· '	· · · · · · · · · · · · · · · · · · ·

# Direct subsidiary undertaking

The following was a direct subsidiary undertaking of the Company:

			Class of	
Name	Registered office	Principal activity	shares	Holding
Tellermate Holdings Limited	England and Wales	Holding company	Ordinary	100%

### Indirect subsidiary undertakings

The following were indirect subsidiary undertakings of the Company:

Name	Registered office	Principal activity	Class of shares	Holding
Tellermate Limited	England and Wales	Manufacturing and distribution	Ordinary	100%
Tellermate Europe SARL	France	Distribution	Ordinary	100%
Tellermate Japan & Co. Limited	Japan	Distribution	Ordinary	100%
Tellermate Gmbh	Germany	Distribution	Ordinary	100%
Tellermate Iberica SL	Spain	Distribution	Ordinary	100%
Tellermate Inc	United States	Distribution	Ordinary	100%

# NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2018

16.	Stocks	•	•		•
		Group 2018 £	Group 2017 £	Company 2018	Company 2017 £
	Raw materials and consumables	863,311	392,576	-	-
•	Finished goods and goods for resale	427,651	513,132	-	-
		1,290,962	905,708		-
17.	Debtors				
٠		Group 2018 £	Group 2017 £	Company 2018 £	Company 2017 £
	Trade debtors	2,041,830	1,186,873	•	
	Amounts owed by group undertakings	-	-	547,500	8,481
	Other debtors	21,771	69,546	-	
	Prepayments and accrued income	239,330	262,580	25,029	25,501
	Tax recoverable	231,592	234,631	-	-
• .		2,534,523	1,753,630	572,529	33,982

Included within debtors is a gain of £Nil (2017: £9,262) on open forward contracts at year end.

# 18. Cash and cash equivalents

	•	Group 2018 £	Group 2017 £	Company 2018 £	Company 2017 £
Cash at bank and in hand		692,800	1,517,945	<u> </u>	•

#### NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2018

#### 19. Creditors: Amounts falling due within one year

	Group 2018 £	Group 2017 £	Company 2018 £	Company 2017 £
Bank loans and other loan	2,877,664	396,308	2,877,664	396,308
Trade creditors	2,206,692	1,366,704	41,864	· -
Amounts owed to group undertakings	•	-	1,539,484	879,315
Corporation tax	49,444	-		-
Other taxation and social security	104,054	96,086	•	•
Other creditors	141,312	56,296		-
Accruals and deferred income	1,235,839	1,090,416	30,000	50,577
	6,615,005	3,005,810	4,489,012	1,326,200

Debenture held by HSBC Bank Plc including fixed charge over all present freehold and leasehold land; first fixed charge over books and other debts, chattels, goodwill and uncalled capital, both present and future; and first floating charge over all assets and undertakings both present and future dated 10 July 2014.

Included in Bank loans and other loan is £550k owed to Brookside Equity Partners. Interest is charged at 10% on this loan. This loan is repayable on demand and is considered a subordinated loan to the HSBC bank loan. The loan is secured on the assets of the company.

# 20. Creditors: Amounts falling due after more than one year

	Group 2018 £	Group 2017 £	Company 2018 £	Company 2017 £
Bank loans		2,330,000		2,330,000

Debenture held by HSBC Bank Plc including fixed charge over all present freehold and leasehold land; first fixed charge over books and other debts, chattels, goodwill and uncalled capital, both present and future; and first floating charge over all assets and undertakings both present and future dated 10 July 2014.

# NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2018

#### 21. Loans

		Group 2018 £	Group 2017 £	Company 2018 £	Company 2017 £
	Amounts falling due within one year				
	Bank loans	2,877,664	396,308	2,877,664	396,308
		2,877,664	396,308	2,877,664	396,308
	Amounts falling due 1-2 years				
	Bank loans	•	2,330,000	-	2,330,000
		•	2,330,000	· -	2,330,000
					<u> </u>
		2,877,664	2,726,308	2,877,664	2,726,308
22.	Financial instruments				
		Group 2018 £	Group 2017 £	Company 2018 £	Company 2017 £
	Financial assets	. •	. ~		~
	Financial assets measured at fair value through profit or loss	692,800	1,527,207	•	· •
	Financial assets that are debt instruments measured at amortised cost	2,063,601	1,256,418	547,500	8,482
		2,756,401	2,783,625	547,500	8,482
	Financial liabilities				
	Financial liabilities measured at amortised cost	(5,621,447)	(5,239,724)	(4,489,012)	(3,656,200)

Financial assets measured at fair value through profit or loss comprise cash at bank and in hand and open forward contracts at year end.

Financial assets that are debt instruments measured at amortised cost comprise trade debtors, other debtors and amounts owed by group undertakings.

Financial liabilities measured at amortised cost comprise bank loans, bank overdrafts, trade creditors, other creditors accruals and amounts owed to group undertakings.

#### NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2018

#### 23. Deferred taxation

Group

2018 £

At beginning of year Charged to profit or loss (322,713) (36,164)

At end of year

(358,877)

The provision for deferred taxation is made up as follows:

Group 2018 £ Group 2017

Accelerated capital allowances

(358,877)

£ (322,713)

### 24. Provisions

Group

Provisions

At 1 January 2018

150,000

At 31 December 2018

150,000

The provision relates to the group's leasehold property in Newport. It is based on the estimated liability for future obligations regarding dilapidations under the tenant lease.

The Company has no provisions.

#### NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2018

#### 25. Share capital

Allessed collection and fully naid	2018 £	2017 £
Allotted, called up and fully paid 5,200,000 (2017 - 5,200,000) Ordinary shares of £1.00 each 1,032,659 (2017 - 699,540) Ordinary B shares shares of £0.001- each	5,200,000 1,033	5,200,000 700
	5,201,033	5,200,700

The Ordinary B shares were issued in the year. The shares vest only if the value of the company's valuation exceeds certain benchmarks over a 3 year period. The fair value of these shares is equal to the issue price and therefore no share based payment charge has been recognised.

#### 26. Reserves

#### Foreign exchange reserve

Foreign exchange reserve includes all current and prior period movements on foreign exchange.

#### **Profit and loss account**

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

#### 27. Capital commitments

At 31 December 2018, the group had capital commitments of £Nil (2017: £212,832).

### 28. Pension commitments

The group operates a defined contribution pension scheme. As at year end contributions payable within creditors amount to £9,202 (2017: £12,777)

# 29. Commitments under operating leases

At 31 December 2018 the Group and the Company had future minimum lease payments under non-cancellable operating leases as follows:

	Group 2018 £	Group 2017 £
Not later than 1 year	172,477	201,841
Later than 1 year and not later than 5 years	97,690	250,173
Later than 5 years	10,813	, -
	280,980	452,014

#### NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2018

#### 30. Related party transactions

Under FRS 102, the group and company are not required to disclose transactions with other wholly owned entities within the group headed by Cash Management Solutions Limited.

The directors of Cash Management Solutions Limited are also directors of Brookside Equity Partners LLC, an entity incorporated in the United States. A management fee is payable to Brookside Equity Partners LLC for director services. The amount accrued in the current year was £31,322 (2017: £130,193). During the year Brookside Equity Partners LLC advanced a loan of £550,000 to the company, interest of 10% is charged on this loan.

#### 31. Controlling party

The immediate holding company of Cash Management Solutions Limited is Cash Management Solutions LLC, a company registered in the United States. The ultimate holdings company is BEP III LLC, a company also registered in the United States. Cash Management Solutions Limited heads the smallest and largest group for which results are consolidated.