Company Registration No. 11027715 (England and Wales)
CROSSCO (1427) LIMITED  ANNUAL REPORT AND FINANCIAL STATEMENTS  FOR THE YEAR ENDED 30 APRIL 2021

# **COMPANY INFORMATION**

**Directors** C R Stirling

A Gillard G J Short A S Moore T J Rowley

Company number 11027715

Registered office Unit A

Riverside Drive Cleckheaton West Yorkshire England BD19 4DH

Auditor BHP LLP

New Chartford House Centurion Way Cleckheaton Bradford West Yorkshire BD19 3QB

Bankers Yorkshire Bank Plc

94-96 Briggate Leeds LS1 6NP

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#### STRATEGIC REPORT

#### FOR THE YEAR ENDED 30 APRIL 2021

The directors present the strategic report for the year ended 30 April 2021.

#### Fair review of the business

The Group's markets were impacted in the trading year due to both the Covid-19 pandemic and frictions to trade as a result of Brexit. The Manufacturing PMI began the year at below 33 but recovered to a record high of 65.6 by May 2021. Despite Covid-19 and Brexit pressures the business maintained revenue levels, seeing only a 0.76% decrease in revenue compared to prior year. The actions and mitigants taken in response to the impacts of Covid-19 have been covered in the sections on principal risks and uncertainties and going concern below.

The senior management team are focussed on continuing to grow the business and increase market share via the following initiatives:

- Continuous improvement of the website to support the omni channel approach to servicing our customers
- · Developing the breadth of our product offering
- · Growing and continuing to develop our salesforce via internal and external training
- · Refining the price strategy to ensure our customers receive consistent best value on a quality product range
- · Keeping costs under control and managing our working capital for strong liquidity.

UK market conditions are expected to improve in 2022 but increases in manufacturing output may be restricted by raw material and component shortages in the shorter term.

#### Results

The loss before tax for the year in the Group amounted to £0.97m (2020: £0.3m).

The key financial results for the year are summarised below:

- Revenue of £19.8m (2020: £19.9m), with revenue levels decreasing by just 0.76%
- Gross Profit of £7.8m (2020: £7.9m), with margin being maintained year on year average
- Operating profit (before goodwill amortisation and foreign exchange gains/losses) of £2.8m (2020: £3.2m), showed
  a dip on prior year as investment in expanding the salesforce and website capabilities continued during the
  pandemic.

# STRATEGIC REPORT (CONTINUED)

#### FOR THE YEAR ENDED 30 APRIL 2021

#### Principal risks and uncertainties

The impact of the Covid-19 outbreak has been examined as part of reviewing the risks and uncertainties facing the Group, mitigants have been detailed where appropriate.

#### Suppliers

The Group relies upon a relatively small number of key suppliers to provide the products sold to our customers. Strong existing long-term relationships with these suppliers and a short supply chain mitigate the risks of disruption to supply to customers. During the year additional suppliers were engaged, which has both strengthened and expanded the product range.

#### **Employees**

The offices and warehouse were reconfigured to support socially distant working, ensuring teams remain separate to mitigate any impact of Covid-19 infections occurring in the workforce. Employees who have needed to remain working from home and could do so, were supported and enabled. There have been no significant disruptions to business processes and employees have remained safe.

#### **Currency Fluctuations**

The Group purchases the majority of our products lines in Euros and therefore is exposed to transaction and translation foreign exchange risk. Exposure is partly minimised by natural hedging of matching Euro revenues with purchase costs, with the remaining exposure mitigated via hedging using forward exchange contracts. Wherever possible the company seeks to buy in Sterling, even from overseas suppliers, in order to mitigate the risk of currency fluctuations.

#### **Working Capital**

Working capital efficiency continued to be a focus, the regular weekly monitoring of cashflow was supported by regular reforecasting throughout the year to monitor any impacts of Covid-19 upon working capital levels and liquidity. All purchasing decisions (stock and overheads) were reviewed in detail by Directors and the Revolving Credit Facilities drawn down in the prior year were repaid within this trading year.

#### **Data Security and GDPR**

Security of data, compliance with GDPR regulations and cyber security is managed through a GDPR framework which identifies where risks may arise. The framework is reviewed periodically to refresh risks. There is an increased focus on Cyber security with comprehensive policies put in place.

## STRATEGIC REPORT (CONTINUED)

#### FOR THE YEAR ENDED 30 APRIL 2021

#### Key performance indicators

The Directors consider the key performance indicators for the Group to be; revenue, gross profit, and operating profit, cashflow and net debt.

Management use a number of operating KPIs to measure and improve business performance including;

- · daily sales and gross profit,
- · gross margin by product line
- stock turnover
- · debtor days
- · number of trading customers

#### **Future developments**

Management do not believe there are any future developments to note other than those noted in the risk management and review of the business section. The business is continuing to grow.

#### **Employee Matters**

The Environment and Social Governance framework has operated throughout the year. This continues to drive positive employee engagement. Specific initiatives on mental health have been focussed on this year and these will continue as part of the overall provision and support for all employees.

#### Other information and explanations

#### The impact of the Covid-19 pandemic

There has been uncertainty throughout the year with regard to the impact of Covid-19, specifically on supply of goods, trading within the engineering market and employee safety. Supply and stocking issues were monitored closely by directors with alternative suppliers and increased stock levels used to mitigate risks of interruption of supply. See employee section for actions taken on employee safety.

#### Going concern

The directors have a reasonable expectation that the Group has adequate resources to continue in operational existence based on the following reviews and actions specifically examining Covid-19 impacts as well as on-going business risks.

Management completed a forecast to April 2024, taking into consideration the better than expected trading performance during this financial year. The Budget for next financial year shows continued good liquidity.

The impact on banking covenants was assessed and changes to covenants for the 2022 financial year were agreed with the group's bank in January 2021.

Detailed weekly cashflow forecasts, forward looking 12 months which incorporate the assumptions from budget and reforecasts are maintained and reviewed on a weekly basis.

Government support in the form of furlough grants were utilised, alongside permitted delays in payments for tax obligations, with the majority of furloughed employees returning at the start of this financial year. All commitments have been met with respect to payments for tax obligations.

A full drawdown of a revolving credit facility, agreed with the group's bank in the prior year was repaid in full in September 2020.

Thus the directors continue to adopt the going concern basis of accounting in preparing the financial statements.

# STRATEGIC REPORT (CONTINUED) FOR THE YEAR ENDED 30 APRIL 2021

On behalf of the board

A S Moore **Director** 

15 October 2021

## **DIRECTORS' REPORT**

#### FOR THE YEAR ENDED 30 APRIL 2021

The directors present their annual report and financial statements for the year ended 30 April 2021.

#### Principal activities

The principle activity of the Group is the supply of engineering tools, including cutting tools, machine tool accessories, precision measuring tools and lubricants to a wide range of companies and individuals in the precision engineering sector. The business offers technical support and advice alongside prompt delivery to customers across the UK and Ireland from a range of over 100,000 stock lines.

#### Results and dividends

The results for the year are set out on page 10.

No ordinary dividends were paid. The directors do not recommend payment of a further dividend.

#### **Directors**

The directors who held office during the year and up to the date of signature of the financial statements were as follows:

C R Stirling

A Gillard

G J Short

A S Moore

T J Rowley

### **Auditor**

BHP LLP were appointed as auditor to the group and in accordance with section 485 of the Companies Act 2006, a resolution proposing that they be re-appointed will be put at a General Meeting.

## Statement of disclosure to auditor

So far as each person who was a director at the date of approving this report is aware, there is no relevant audit information of which the auditor of the company is unaware. Additionally, the directors individually have taken all the necessary steps that they ought to have taken as directors in order to make themselves aware of all relevant audit information and to establish that the auditor of the company is aware of that information.

On behalf of the board

A S Moore

Director

15 October 2021

## **DIRECTORS' RESPONSIBILITIES STATEMENT**

#### FOR THE YEAR ENDED 30 APRIL 2021

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 group and company, and of the 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;
- state whether applicable UK Accounting Standards have been followed, subject to any material departures disclosed and explained in the financial statements;
- 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 group's and company's transactions and disclose with reasonable accuracy at any time the financial position of the group and 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 group and company and hence for taking reasonable steps for the prevention and detection of fraud and other irregularities.

#### INDEPENDENT AUDITOR'S REPORT

#### TO THE MEMBERS OF CROSSCO (1427) LIMITED

#### Opinion

We have audited the financial statements of Crossco (1427) Limited (the 'parent company') and its subsidiaries (the 'group') for the year ended 30 April 2021 which comprise the group statement of comprehensive income, the group balance sheet, the company balance sheet, the group statement of changes in equity, the company statement of changes in equity, the group statement of cash flows and notes to the financial statements, including significant accounting policies. The financial reporting framework that has been applied in their preparation is applicable law and United Kingdom Accounting Standards, including FRS 102 *The Financial Reporting Standard applicable in the UK and Republic of Ireland* (United Kingdom Generally Accounting Practice).

In our opinion the financial statements:

- give a true and fair view of the state of the group's and the parent company's affairs as at 30 April 2021 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 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

In auditing the financial statements, we have concluded that the directors' use of the going concern basis of accounting in the preparation of the financial statements is appropriate.

Based on the work we have performed, we have not identified any material uncertainties relating to events or conditions that, individually or collectively, may cast significant doubt on the group's and parent company's ability to continue as a going concern for a period of at least twelve months from when the financial statements are authorised for issue.

Our responsibilities and the responsibilities of the directors with respect to going concern are described in the relevant sections of this report.

#### Other information

The other information comprises the information included in the annual report other than the financial statements and our auditor's report thereon. The directors are responsible for the other information contained within the annual report. 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. 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 course of 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 this gives rise to a material misstatement in the financial statements themselves. 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.

# INDEPENDENT AUDITOR'S REPORT (CONTINUED) TO THE MEMBERS OF CROSSCO (1427) LIMITED

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

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

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

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 strategic report and the directors' report.

We have nothing to report in respect of the following matters where 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; or
- · certain disclosures of directors' remuneration specified by law are not made; or
- · we have not received all the information and explanations we require for our audit.

#### Responsibilities of directors

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

# INDEPENDENT AUDITOR'S REPORT (CONTINUED) TO THE MEMBERS OF CROSSCO (1427) LIMITED

Irregularities, including fraud, are instances of non-compliance with laws and regulations. We design procedures in line with our responsibilities, outlined above, to detect material misstatements in respect of irregularities, including fraud. The extent to which our procedures are capable of detecting irregularities, including fraud, is detailed below.

We gained an understanding of the legal and regulatory framework applicable to the Group and the industry in which it operates and considered the risk of acts by the company that were contrary to applicable laws and regulations, including fraud. We designed audit procedures to respond to the risk, recognising that the risk of not detecting a material misstatement due to fraud is higher than the risk of not detecting one resulting from error, as fraud may involve deliberate concealment by, for example, forgery or intentional misrepresentations, or through collusion.

We focussed on laws and regulations, relevant to the Group, which could give rise to a material misstatement in the financial statements. Our tests included agreeing the financial statement disclosures to underlying supporting documentation, enquiries with management, review of company minutes and legal expenses. There are inherent limitations in the audit procedures described and, the further removed non-compliance with laws and regulations is from the events and transactions reflected in the financial statements, the less likely we would become aware of it.

As part of our audit, we addressed the risk of management override of internal controls, including testing of journals and review of nominal ledger. We evaluated whether there was evidence of bias by the directors that represented a risk of material misstatement due to fraud.

A further description of our responsibilities is available on the Financial Reporting Council's website at: https://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.

Jamie Williams (Senior Statutory Auditor) For and on behalf of BHP LLP

**Chartered Accountants Statutory Auditor** 

25 October 2021

New Chartford House Centurion Way Cleckheaton Bradford West Yorkshire BD19 3QB

Loss for the financial year

FOR THE YEAR ENDED 30 APRIL 2021

# GROUP STATEMENT OF COMPREHENSIVE INCOME

		2021	2020
	Notes	£	£
Turnover	3	19,790,102	19,942,170
Cost of sales		(12,012,337)	(12,048,768)
Gross profit		7,777,765	7,893,402
Administrative expenses		(7,087,348)	(6,469,712)
Other operating income		104,974	49,403
Operating profit	4	795,391	1,473,093
Interest receivable and similar income	8	1,936	1,378
Interest payable and similar expenses	9	(1,762,730)	(1,769,552)
Loss before taxation		(965,403)	(295,081)
Tax on loss	10	(431,686)	(565,855)

24

(1,397,089)

(860,936)

Loss for the financial year is all attributable to the owners of the parent company.

Total comprehensive income for the year is all attributable to the owners of the parent company.

# **GROUP BALANCE SHEET**

## **AS AT 30 APRIL 2021**

		20	21	2020	
	Notes	£	£	£	£
Fixed assets					
Goodwill	11		12,577,957		14,374,808
Other intangible assets	11		97,896		136,129
Total intangible assets			12,675,853		14,510,937
Tangible assets	12		515,409		565,804
			13,191,262		15,076,741
Current assets					
Stocks	16	2,754,273		2,966,308	
Debtors	17	4,613,615		3,455,623	
Cash at bank and in hand		2,003,025		2,554,269	
		9,370,913		8,976,200	
Creditors: amounts falling due within one					
year	18	(5,457,735)		(5,008,487)	
Net current assets			3,913,178		3,967,713
Total assets less current liabilities			17,104,440		19,044,454
Creditors: amounts falling due after more than one year	19		(19,710,214)		(20,259,839)
Provisions for liabilities					
Deferred tax liability	21	66,900		60,200	
			(66,900)		(60,200)
Net liabilities			(2,672,674)		(1,275,585)
Capital and reserves					
Called up share capital	23		21,080		21,080
Share premium account	24		426,420		426,420
Profit and loss reserves	24		(3,120,174)		(1,723,085)
Total equity			(2,672,674)		(1,275,585)

The financial statements were approved by the board of directors and authorised for issue on 15 October 2021 and are signed on its behalf by:

A S Moore

Director

# **COMPANY BALANCE SHEET**

## AS AT 30 APRIL 2021

		202	1	2020	
	Notes	£	£	£	£
Fixed assets					
Investments	13		1		1
Current assets					
Debtors	17	550,189		500,401	
Cash at bank and in hand		31,250		31,250	
		581,439		531,651	
Net current assets			581,439		531,651
Net assets			581,440		531,652
Capital and reserves					
Called up share capital	23		21,080		21,080
Share premium account	24		426,420		426,420
Profit and loss reserves	24		133,940		84,152
Total equity			581,440		531,652

As permitted by s408 Companies Act 2006, the company has not presented its own profit and loss account and related notes. The company's profit for the year was £49,788 (2020 - £45,179 profit).

The financial statements were approved by the board of directors and authorised for issue on 15 October 2021 and are signed on its behalf by:

A S Moore

Director

Company Registration No. 11027715

# GROUP STATEMENT OF CHANGES IN EQUITY FOR THE YEAR ENDED 30 APRIL 2021

	Share capital		premiumloss reserves			
	Notes	£	account £	£	£	
Balance at 1 May 2019		21,040	401,460	(862,149)	(439,649)	
Year ended 30 April 2020: Loss and total comprehensive income for the year		-	-	(860,936)	(860,936)	
Issue of share capital	23	40	24,960		25,000	
Balance at 30 April 2020		21,080	426,420	(1,723,085)	(1,275,585)	
Year ended 30 April 2021: Loss and total comprehensive income for the year				(1,397,089)	(1,397,089)	
Balance at 30 April 2021		21,080	426,420	(3,120,174)	(2,672,674)	

# COMPANY STATEMENT OF CHANGES IN EQUITY FOR THE YEAR ENDED 30 APRIL 2021

	SI	nare capital	Share premiumlo account	Profit and ess reserves	Total
	Notes	£	£	£	£
Balance at 1 May 2019		21,040	401,460	38,973	461,473
Year ended 30 April 2020: Profit and total comprehensive income for the year		_	_	45,179	45,179
Issue of share capital	23	40	24,960	-	25,000
Balance at 30 April 2020		21,080	426,420	84,152	531,652
Year ended 30 April 2021: Profit and total comprehensive income for the year		-	-	49,788	49,788
Balance at 30 April 2021		21,080	426,420	133,940	581,440

# **GROUP STATEMENT OF CASH FLOWS**

# FOR THE YEAR ENDED 30 APRIL 2021

		202	21	202	20
	Notes	£	£	£	£
Cash flows from operating activities					
Cash generated from operations	29		2,786,284		3,693,477
Interest paid			(1,322,692)		(2,655,006
Income taxes paid			(440,255)		(651,229
Net cash inflow from operating activities			1,023,337		387,242
Investing activities					
Purchase of intangible assets		(8,024)		(105,638)	
Purchase of tangible fixed assets		(114,017)		(370,567)	
Proceeds on disposal of tangible fixed assets					
		44,099		25,508	
Interest received		1,936		1,378	
Net cash used in investing activities			(76,006)		(449,319
Financing activities					
Proceeds from issue of shares		-		25,000	
Proceeds of new bank loans		-		1,000,000	
Repayment of bank loans		(1,603,549)		(600,000)	
Payment of finance leases obligations		-		(11,566)	
Government grant income		104,974		49,403	
Net cash (used in)/generated from financin	ıg				
activities			(1,498,575)		462,837
Net (decrease)/increase in cash and cash					
equivalents			(551,244)		400,760
Cash and cash equivalents at beginning of ye	ar		2,554,269		2,153,509
Cash and cash equivalents at end of year			2,003,025		2,554,269

# NOTES TO THE GROUP FINANCIAL STATEMENTS

#### FOR THE YEAR ENDED 30 APRIL 2021

#### 1 Accounting policies

#### Company information

Crossco (1427) Limited ("the company") is a private limited company domiciled and incorporated in England and Wales. The registered office is Unit A, Riverside Drive, Cleckheaton, West Yorkshire, England, BD19 4DH.

The group consists of Crossco (1427) Limited and all of its subsidiaries.

#### 1.1 Accounting convention

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

The financial statements are prepared in sterling, which is the functional currency of the company. Monetary a mounts in these financial statements are rounded to the nearest  $\pounds$ .

The financial statements have been prepared under the historical cost convention, modified to include the revaluation of freehold properties and to include investment properties and certain financial instruments at fair value. The principal accounting policies adopted are set out below.

#### 1.2 Business combinations

In the parent company financial statements, the cost of a business combination is the fair value at the acquisition date of the assets given, equity instruments issued and liabilities incurred or assumed, plus costs directly attributable to the business combination. The excess of the cost of a business combination over the fair value of the identifiable assets, liabilities and contingent liabilities acquired is recognised as goodwill. The cost of the combination includes the estimated amount of contingent consideration that is probable and can be measured reliably, and is adjusted for changes in contingent consideration after the acquisition date. Provisional fair values recognised for business combinations in previous periods are adjusted retrospectively for final fair values determined in the 12 months following the acquisition date. Investments in subsidiaries, joint ventures and associates are accounted for at cost less impairment.

Deferred tax is recognised on differences between the value of assets (other than goodwill) and liabilities recognised in a business combination accounted for using the purchase method and the amounts that can be deducted or assessed for tax, considering the manner in which the carrying amount of the asset or liability is expected to be recovered or settled. The deferred tax recognised is adjusted against goodwill or negative goodwill.

#### 1.3 Basis of consolidation

The consolidated group financial statements consist of the financial statements of the parent company Crossco (1427) Limited together with all entities controlled by the parent company (its subsidiaries) and the group's share of its interests in joint ventures and associates.

All financial statements are made up to 30 April 2021. Where necessary, adjustments are made to the financial statements of subsidiaries to bring the accounting policies used into line with those used by other members of the group.

All intra-group transactions, balances and unrealised gains on transactions between group companies are eliminated on consolidation. Unrealised losses are also eliminated unless the transaction provides evidence of an impairment of the asset transferred.

Subsidiaries are consolidated in the group's financial statements from the date that control commences until the date that control ceases.

# NOTES TO THE GROUP FINANCIAL STATEMENTS (CONTINUED)

#### FOR THE YEAR ENDED 30 APRIL 2021

#### 1 Accounting policies

(Continued)

Entities in which the group holds an interest and which are jointly controlled by the group and one or more other venturers under a contractual arrangement are treated as joint ventures. Entities other than subsidiary undertakings or joint ventures, in which the group has a participating interest and over whose operating and financial policies the group exercises a significant influence, are treated as associates.

Investments in joint ventures and associates are carried in the group balance sheet at cost plus post-acquisition changes in the group's share of the net assets of the entity, less any impairment in value. The carrying values of investments in joint ventures and associates include acquired goodwill.

If the group's share of losses in a joint venture or associate equals or exceeds its investment in the joint venture or associate, the group does not recognise further losses unless it has incurred obligations to do so or has made payments on behalf of the joint venture or associate.

Unrealised gains arising from transactions with joint ventures and associates are eliminated to the extent of the group's interest in the entity.

#### 1.4 Going concern

The directors have a reasonable expectation that the group has adequate resources to continue in operational existence based on the following reviews and actions specifically examining Covid-19 impacts as well as on-going business risks.

Management completed a forecast to April 2024, taking into consideration the better than expected trading performance during this financial year. The Budget for next financial year shows continued good liquidity.

The impact on banking covenants was assessed and changes to covenants for the 2022 financial year were agreed with the group's bank in January 2021.

Detailed weekly cashflow forecasts, forward looking 12 months which incorporate the assumptions from budget and reforecasts are maintained and reviewed on a weekly basis.

Government support in the form of furlough grants were utilised, alongside permitted delays in payments for tax obligations, with the majority of furloughed employees returning at the start of this financial year. All commitments have been met with respect to payments for tax obligations.

A full drawdown of a revolving credit facility, agreed with the group's bank in the prior year was repaid in full in September 2020.

Thus the directors continue to adopt the going concern basis of accounting in preparing the financial statements.

### 1.5 Turnover

Turnover is recognised at the fair value of the consideration received or receivable for goods and services provided in the normal course of business, and is shown net of VAT and other sales related taxes. The fair value of consideration takes into account trade discounts, settlement discounts and volume rebates.

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

# NOTES TO THE GROUP FINANCIAL STATEMENTS (CONTINUED)

#### FOR THE YEAR ENDED 30 APRIL 2021

#### 1 Accounting policies

(Continued)

#### 1.6 Intangible fixed assets - goodwill

Goodwill arises on business acquisitions and represents the excess of the cost of the acquisition over the company's interest in the net amount of the identifiable assets, liabilities and contingent liabilities of the acquired business.

Goodwill is measured at cost less accumulated amortisation and accumulated impairment losses. It is amortised on a straight-line basis over its useful life. Where a reliable estimate of the useful life of goodwill or intangible assets cannot be made, the life is presumed not to exceed ten years.

#### 1.7 Intangible fixed assets other than goodwill

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

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

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

Website development costs 33% straight line

#### 1.8 Tangible fixed assets

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

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

Leasehold property improvements10% straight lineFixtures and fittings20% straight lineEquipment33% straight lineMotor vehicles25% straight line

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

#### 1.9 Fixed asset investments

Equity investments are measured at fair value through profit or loss, except for those equity investments that are not publicly traded and whose fair value cannot otherwise be measured reliably, which are recognised at cost less impairment until a reliable measure of fair value becomes available.

In the parent company financial statements, investments in subsidiaries, associates and jointly controlled entities are initially measured at cost and subsequently measured at cost less any accumulated impairment losses.

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

# NOTES TO THE GROUP FINANCIAL STATEMENTS (CONTINUED) FOR THE YEAR ENDED 30 APRIL 2021

#### 1 Accounting policies

(Continued)

An associate is an entity, being neither a subsidiary nor a joint venture, in which the company holds a long-term interest and where the company has significant influence. The group considers that it has significant influence where it has the power to participate in the financial and operating decisions of the associate.

Investments in associates are initially recognised at the transaction price (including transaction costs) and are subsequently adjusted to reflect the group's share of the profit or loss, other comprehensive income and equity of the associate using the equity method. Any difference between the cost of acquisition and the share of the fair value of the net identifiable assets of the associate on acquisition is recognised as goodwill. Any unamortised balance of goodwill is included in the carrying value of the investment in associates.

Losses in excess of the carrying amount of an investment in an associate are recorded as a provision only when the company has incurred legal or constructive obligations or has made payments on behalf of the associate.

In the parent company financial statements, investments in associates are accounted for at cost less impairment.

Entities in which the group has a long term interest and shares control under a contractual arrangement are classified as jointly controlled entities.

#### 1.10 Impairment of fixed assets

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

The carrying amount of the investments accounted for using the equity method is tested for impairment as a single asset. Any goodwill included in the carrying amount of the investment is not tested separately for impairment.

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

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

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

## NOTES TO THE GROUP FINANCIAL STATEMENTS (CONTINUED)

#### FOR THE YEAR ENDED 30 APRIL 2021

#### 1 Accounting policies

(Continued)

#### 1.11 Stocks

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

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

#### 1.12 Cash and cash equivalents

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

#### 1.13 Financial instruments

The group has elected to apply the provisions of Section 11 'Basic Financial Instruments' and Section 12 'Other Financial Instruments Issues' of FRS 102 to all of its financial instruments.

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

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

#### Basic financial assets

Basic financial assets, which include debtors and cash and bank balances, are initially measured at transaction price including transaction costs and are subsequently carried at amortised cost using the effective interest method unless the arrangement constitutes a financing transaction, where the transaction is measured at the present value of the future receipts discounted at a market rate of interest. Financial assets classified as receivable within one year are not amortised.

## Other financial assets

Other financial assets, including investments in equity instruments which are not subsidiaries, associates or joint ventures, are initially measured at fair value, which is normally the transaction price. Such assets are subsequently carried at fair value and the changes in fair value are recognised in profit or loss, except that investments in equity instruments that are not publicly traded and whose fair values cannot be measured reliably are measured at cost less impairment.

## Impairment of financial assets

Financial assets, other than those held at fair value through profit and loss, are assessed for indicators of impairment at each reporting end date.

Financial assets are impaired where there is objective evidence that, as a result of one or more events that occurred after the initial recognition of the financial asset, the estimated future cash flows have been affected. If an asset is impaired, the impairment loss is the difference between the carrying amount and the present value of the estimated cash flows discounted at the asset's original effective interest rate. The impairment loss is recognised in profit or loss.

If there is a decrease in the impairment loss arising from an event occurring after the impairment was recognised, the impairment is reversed. The reversal is such that the current carrying amount does not exceed what the carrying amount would have been, had the impairment not previously been recognised. The impairment reversal is recognised in profit or loss.

## NOTES TO THE GROUP FINANCIAL STATEMENTS (CONTINUED)

#### FOR THE YEAR ENDED 30 APRIL 2021

#### 1 Accounting policies

(Continued)

#### Derecognition of financial assets

Financial assets are derecognised only when the contractual rights to the cash flows from the asset expire or are settled, or when the group transfers the financial asset and substantially all the risks and rewards of ownership to another entity, or if some significant risks and rewards of ownership are retained but control of the asset has transferred to another party that is able to sell the asset in its entirety to an unrelated third party.

#### Classification of financial liabilities

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

#### Basic financial liabilities

Basic financial liabilities, including creditors, bank loans, loans from fellow group companies and preference shares that are classified as debt, are initially recognised at transaction price unless the arrangement constitutes a financing transaction, where the debt instrument is measured at the present value of the future payments discounted at a market rate of interest. Financial liabilities classified as payable within one year are not amortised.

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

Trade creditors are obligations to pay for goods or services that have been acquired in the ordinary course of business from suppliers. Amounts payable are classified as current liabilities if payment is due within one year or less. If not, they are presented as non-current liabilities. Trade creditors are recognised initially at transaction price and subsequently measured at amortised cost using the effective interest method.

#### Other financial liabilities

Derivatives, including interest rate swaps and forward foreign exchange contracts, are not basic financial instruments. Derivatives are initially recognised at fair value on the date a derivative contract is entered into and are subsequently re-measured at their fair value. Changes in the fair value of derivatives are recognised in profit or loss in finance costs or finance income as appropriate, unless hedge accounting is applied and the hedge is a cash flow hedge.

Debt instruments that do not meet the conditions in FRS 102 paragraph 11.9 are subsequently measured at fair value through profit or loss. Debt instruments may be designated as being measured at fair value through profit or loss to eliminate or reduce an accounting mismatch or if the instruments are measured and their performance evaluated on a fair value basis in accordance with a documented risk management or investment strategy.

## Derecognition of financial liabilities

Financial liabilities are derecognised when the group's contractual obligations expire or are discharged or cancelled.

#### 1.14 Equity instruments

Equity instruments issued by the group 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 group.

#### 1.15 Taxation

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

# NOTES TO THE GROUP FINANCIAL STATEMENTS (CONTINUED)

#### FOR THE YEAR ENDED 30 APRIL 2021

#### 1 Accounting policies

(Continued)

#### Current tax

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

#### Deferred tax

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

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

#### 1.16 Provisions

Provisions are recognised when the group has a legal or constructive present obligation as a result of a past event, it is probable that the group will be required to settle that obligation and a reliable estimate can be made of the amount of the obligation.

The amount recognised as a provision is the best estimate of the consideration required to settle the present obligation at the reporting end date, taking into account the risks and uncertainties surrounding the obligation. Where the effect of the time value of money is material, the amount expected to be required to settle the obligation is recognised at present value. When a provision is measured at present value, the unwinding of the discount is recognised as a finance cost in profit or loss in the period in which it arises.

#### 1.17 Employee benefits

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

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

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

#### 1.18 Retirement benefits

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

#### 1.19 Leases

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

## NOTES TO THE GROUP FINANCIAL STATEMENTS (CONTINUED)

#### FOR THE YEAR ENDED 30 APRIL 2021

#### 1 Accounting policies

(Continued)

#### 1.20 Government grants

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

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

Grants received in relation to the government Coronavirus Job Retention Scheme (Furlough) have been recognised within other operating income. The grant is accounted for on the accruals basis once the related payroll return has been submitted.

#### 1.21 Foreign exchange

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

#### 2 Judgements and key sources of estimation uncertainty

The preparation of the financial statements requires management to make judgements, estimates and assumptions that affect the amounts reported for assets and liabilities as at the Statement of Financial Position date and the amounts reported for the revenues and expenses during the year. However, the nature of estimation means that actual outcomes could differ from those estimates.

#### Impairment of goodwill

The group reviews, on an annual basis, whether the investment has suffered any impairment. The recoverable amount is determined based from two calculations.

- estimating future cash flows by choosing a discount rate to calculate the present value of the cash
- obtaining fair value at the date of measurement.

The higher of the two outputs is used for the assessment. Actual outcomes may vary.

#### Useful lives of property, plant and equipment

Property, plant and equipment is depreciated over its useful life. Useful lives are based on management's estimates of the periods within which the assets will generate revenue and which are periodically reviewed for continued appropriateness. Changes to judgements can result in significant variations in the carrying value and amounts charged to the Statement of Comprehensive Income.

#### Stock

Management estimates the net realisable values of stock, taking into account the most reliable evidence available at each reporting date. The future realisation of these stocks may be affected by future technology or other market-driven changes that may reduce future selling prices.

# NOTES TO THE GROUP FINANCIAL STATEMENTS (CONTINUED)

## FOR THE YEAR ENDED 30 APRIL 2021

3	Turnover and other revenue		
		2021	2020
	Turneyer analysed by class of business	£	£
	Turnover analysed by class of business Sale of goods	19,790,102	19,942,170
		2021	2020
	Other significant revenue	£	£
	Other significant revenue Interest income	1,936	1,378
	Grants received	104,974	49,403
	Of all to	104,574	
		2021	2020
		£	£
	Turnover analysed by geographical market	_	_
	United Kingdom	19,093,303	19,290,662
	Overseas	696,799	651,508
		19,790,102	19,942,170
4	Operating profit		
		2021	2020
		£	£
	Operating profit for the year is stated after charging/(crediting):		
	Foreign exchange differences	220,101	(45,642)
	Government grants	(104,974)	(49,403)
	Depreciation of owned tangible fixed assets	156,005	183,589
	Profit on disposal of tangible fixed assets	(35,692)	(8,072)
	Amortisation of intangible assets	1,843,108	1,810,354
	Operating lease charges	87,161	86,400

The group's trading subsidiary enters into forward currency contracts to mitigate the exchange rate risk for certain foreign currency payables. At 30 April 2021, the outstanding forward contracts all matured within 4 months of the year end. The company committed to buy €2.5m (2020: €0.65m) in exchange for Sterling. The forward currency contracts are measured at fair value, which is determined using valuation techniques that utilise observable inputs. The key assumptions used in valuing the derivatives are the forward exchange rates for EUR:GBP. Currency gains or losses which arise on revaluation of FX contracts are held in the statement of financial position within creditors. At 30 April 2021, the amount recognised for FX contracts was £86,988 (2020: £nil).

# NOTES TO THE GROUP FINANCIAL STATEMENTS (CONTINUED) FOR THE YEAR ENDED 30 APRIL 2021

5	Auditor's remuneration		
-	Fees payable to the company's auditor and associates:	2021 £	2020 £
	For audit services Audit of the financial statements	13,750	27,000
	For other services Taxation compliance services	11,000	10,200

# 6 Employees

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

was.	Group 2021 Number	2020 Number	Company 2021 Number	2020 Number
	87	84		
Their aggregate remuneration comprised:				
	Group		Company	
	2021	2020	2021	2020
	£	£	£	£
Wages and salaries	3,161,701	2,798,758	-	-
Social security costs	310,476	258,431	_	_
Pension costs	80,318	58,132	-	-
	3,552,495	3,115,321		
	_,,,,,,,,	-,::0,0-:		

# NOTES TO THE GROUP FINANCIAL STATEMENTS (CONTINUED) FOR THE YEAR ENDED 30 APRIL 2021

7	Directors' remuneration		
		2021	2020
		£	£
	Remuneration for qualifying services	551,933	434,450
	Company pension contributions to defined contribution schemes	33,154	13,950
			440,400
		585,087	448,400
	Remuneration disclosed above includes the following amounts paid to the highest paid	director:	
		2021	2020
		£	£
		407.000	405 400
	Remuneration for qualifying services	187,600	135,100
	Company pension contributions to defined contribution schemes	16,253	
8	Interest receivable and similar income	2004	2000
		2021	2020
	International	£	£
	Interest income Other interest income	1,936	1,378
	Other interest income	1,930	=====
9	Interest payable and similar expenses		
		2021	2020
		£	£
	Interest on financial liabilities measured at amortised cost:		
	Interest on bank overdrafts and loans	250,498	295,865
	Other finance costs:		
	Interest on finance leases and hire purchase contracts	-	633
	Other interest	1,512,232	1,473,054
	Total finance costs	1,762,730	1,769,552

# NOTES TO THE GROUP FINANCIAL STATEMENTS (CONTINUED)

# FOR THE YEAR ENDED 30 APRIL 2021

Taxation	2021	2020
Current tax	£	£
UK corporation tax on profits for the current period	424,986	504,648
Adjustments in respect of prior periods	-	22,907
Adjustitionia in respect of prior periods		
Total current tax	424,986	527,555
	<u> </u>	
Deferred tax		
Origination and reversal of timing differences	6,700	38,300
Total tax charge	431,686	565,855
•	<b>,</b>	,
The actual charge for the year can be reconciled to the expete the standard rate of tax as follows:	ected credit for the year based on the profit	or loss and
· · · · · · · · · · · · · · · · · · ·	2021	2020
· · · · · · · · · · · · · · · · · · ·		or loss and 2020
the standard rate of tax as follows:	2021 £	2020 £
· · · · · · · · · · · · · · · · · · ·	2021	2020 £
the standard rate of tax as follows:  Loss before taxation	2021 £ (965,403)	2020 £
the standard rate of tax as follows:	2021 £ (965,403)	2020 £ (295,087
the standard rate of tax as follows:  Loss before taxation  Expected tax credit based on the standard rate of corporation	2021 £ (965,403) =	(295,08° (56,068
the standard rate of tax as follows:  Loss before taxation  Expected tax credit based on the standard rate of corporation 19.00% (2020: 19.00%)  Tax effect of expenses that are not deductible in determining Adjustments in respect of prior years	2021 £ (965,403) =	(295,081 (56,068 592,059 22,907
the standard rate of tax as follows:  Loss before taxation  Expected tax credit based on the standard rate of corporation 19.00% (2020: 19.00%)  Tax effect of expenses that are not deductible in determining Adjustments in respect of prior years  Effect of capital allowances and depreciation	2021 £ (965,403) =	(295,08° (295,08° (56,068 592,059 22,907 (31,428
the standard rate of tax as follows:  Loss before taxation  Expected tax credit based on the standard rate of corporation 19.00% (2020: 19.00%)  Tax effect of expenses that are not deductible in determining Adjustments in respect of prior years  Effect of capital allowances and depreciation  Effect of changes in deferred tax closing position	2021 £  (965,403)  n tax in the UK of (183,427) 598,914 - 3,163 6,700	(295,08 <sup>2</sup> (56,068 592,058 22,907 (31,428 38,300
the standard rate of tax as follows:  Loss before taxation  Expected tax credit based on the standard rate of corporation 19.00% (2020: 19.00%)  Tax effect of expenses that are not deductible in determining Adjustments in respect of prior years  Effect of capital allowances and depreciation	2021 £ (965,403) =	2020
the standard rate of tax as follows:  Loss before taxation  Expected tax credit based on the standard rate of corporation 19.00% (2020: 19.00%)  Tax effect of expenses that are not deductible in determining Adjustments in respect of prior years  Effect of capital allowances and depreciation  Effect of changes in deferred tax closing position	2021 £  (965,403)  n tax in the UK of (183,427) 598,914 - 3,163 6,700	(295,08° (295,08° (56,06° 592,05° 22,90° (31,42° 38,30°

# NOTES TO THE GROUP FINANCIAL STATEMENTS (CONTINUED) FOR THE YEAR ENDED 30 APRIL 2021

## 11 Intangible fixed assets

Group	Goodwill	Website development costs	Total
	£	£	£
Cost			
At 1 May 2020	17,885,706	159,485	18.045,191
Additions	-	8,024	8,024
Disposals		(14,655)	(14,655)
At 30 April 2021	17,885,706	152,854	18,038,560
Amortisation and impairment			
At 1 May 2020	3,510,898	23,356	3,534,254
Amortisation charged for the year	1,796,851	46,257	1,843,108
Disposals		(14,655)	(14,655)
At 30 April 2021	5,307,749	54,958	5,362,707
Carrying amount			
At 30 April 2021	12,577,957	97,896	12,675,853
At 30 April 2020	14,374,808	136,129	14,510,937

The company had no intangible fixed assets at 30 April 2021 or 30 April 2020.

# NOTES TO THE GROUP FINANCIAL STATEMENTS (CONTINUED)

# FOR THE YEAR ENDED 30 APRIL 2021

	Tangible fixed assets					
	Group	Leasehold property improvements	Fixtures and fittings	Equipment M	otor vehicles	Tota
		£	£	£	£	£
	Cost					
	At 1 May 2020	496,941	107,861	167,749	50,388	822,939
	Additions	13,710	12,714	87,593	-	114,017
	Disposals	-	-	-	(25,045)	(25,04
	At 30 April 2021	510,651	120,575	255,342	25,343	911,91
	Depreciation and impairment					
	At 1 May 2020	90,182	76,392	75,650	14,911	257,139
	Depreciation charged in the year	63,923	12,358	61,629	18,095	156,009
	Eliminated in respect of disposals	-	-	-	(16,638)	(16,638
	At 30 April 2021	154,105	88,750	137,279	16,368	396,502
	Carrying amount					_
	At 30 April 2021	356,546	31,825	118,063	8,975	515,409
	At 30 April 2020	406,759	31,469	92,099	35,477	565,80
3	The company had no tangible fixed ass				35,477	565,804
3	The company had no tangible fixed ass	sets at 30 April 2021 c			35,477	565,804
3	The company had no tangible fixed ass	sets at 30 April 2021 c	====== or 30 April 2020			2020
3	The company had no tangible fixed ass	sets at 30 April 2021 c	======================================		company	<u> </u>
3	The company had no tangible fixed ass	sets at 30 April 2021 o	Group 2021	2020	Company 2021	2020
3	The company had no tangible fixed ass	Notes  14	Group 2021	2020	Company 2021 £	2020
3	The company had no tangible fixed ass  Fixed asset investments  Investments in subsidiaries	Notes  14	Group 2021	2020	Company 2021 £ 1	2020 Shares in
3	The company had no tangible fixed ass  Fixed asset investments  Investments in subsidiaries  Movements in fixed asset investment	Notes  14	Group 2021	2020	Company 2021 £ 1	2020 I Shares in
3	The company had no tangible fixed ass  Fixed asset investments  Investments in subsidiaries  Movements in fixed asset investment Company	Notes  14	Group 2021	2020	Company 2021 £ 1	2020 d Shares in ubsidiaries
3	The company had no tangible fixed ass  Fixed asset investments  Investments in subsidiaries  Movements in fixed asset investment Company  Cost or valuation At 1 May 2020 and 30 April 2021	Notes  14	Group 2021	2020	Company 2021 £ 1	2020
•	The company had no tangible fixed ass  Fixed asset investments  Investments in subsidiaries  Movements in fixed asset investment Company  Cost or valuation	Notes  14	Group 2021	2020	Company 2021 £ 1	2020 f Shares in ibsidiaries

# NOTES TO THE GROUP FINANCIAL STATEMENTS (CONTINUED) FOR THE YEAR ENDED 30 APRIL 2021

14	Sı	ihei	dia	ries

	Details of the company's subsid	iaries at 30 April 20	21 are as follows:			
	Name of undertaking	Registered office			ss of res held	% Held Direct Indirect
	Crossco (1432) Limited Cutwel Limited		ve, Cleckheaton, BD19 ve, Cleckheaton, BD19		nary nary	100.00 - 0 100.00
15	Financial instruments					
			Group 2021 £	2020 £	Company 2021 £	2020 £
	Carrying amount of financial I Measured at fair value through p			_	_	_
	- Other financial liabilities		86,988 ======			
16	Stocks					
			Group 2021 £	2020 £	Company 2021 £	2020 £
	Finished goods and goods for re	esale	2,754,273	2,966,308	-	-
	The carrying value of stocks are	stated net of impai	rment losses totall	ing £246,836 (20	)20: £228,912).	
17	Debtors					
	Amounts falling due within on	ne year:	Group 2021 £	2020 £	Company 2021 £	2020 £
	Trade debtors		4,148,350	3,181,945	-	-
	Corporation tax recoverable Amounts owed by group underta Other debtors	akings	11,154 - 228,929	11,154 - 75,509	- 550,189	- 500,401
	Prepayments and accrued incor	ne	179,133	140,966	-	-
			4,567,566	3,409,574	550,189	500,401
	Amounts falling due after mor	e than one year:				
	Other debtors		46,049	46,049		
	Total debtors		4,613,615	3,455,623	550,189 ————	500,401

# NOTES TO THE GROUP FINANCIAL STATEMENTS (CONTINUED) FOR THE YEAR ENDED 30 APRIL 2021

## 17 Debtors (Continued)

The directors' loan accounts of £46,049 (2020: £46,049) falling due after more than one year was included in the other debtors.

## 18 Creditors: amounts falling due within one year

		Group		Company	
		2021	2020	2021	2020
	Notes	£	£	£	£
Other loans		882,788	489,123	-	-
Bank loans	20	600,000	1,603,549	-	-
Trade creditors		1,899,641	1,760,954	-	-
Corporation tax payable		170,478	185,747	-	-
Other taxation and social security		1,490,703	832,057	-	-
Derivative financial instruments		86,988	-	-	-
Other creditors		55,814	38,183	-	-
Accruals and deferred income		271,323	98,874	-	-
		5,457,735	5,008,487		_

The other loans are secured by a charge on present and future property, revenue, rights and interests of every kind.

The bank loans are secured by a fixed and floating charge over the company's property, assets and rights.

## 19 Creditors: amounts falling due after more than one year

		Group		Company	
		2021	2020	2021	2020
	Notes	£	£	£	£
Other loans		14,445,000	14,445,000	-	-
Bank loans and overdrafts	20	5,265,214	5,814,839	=	-
		19,710,214	20,259,839		

# NOTES TO THE GROUP FINANCIAL STATEMENTS (CONTINUED)

#### FOR THE YEAR ENDED 30 APRIL 2021

#### 19 Creditors: amounts falling due after more than one year

(Continued)

The other loans are secured by a charge on present and future property, revenue, rights and interests of every kind. The bank loans are secured by a fixed and floating charge over the company's property, assets and rights.

#### Loan notes

During the financial year 2019 and to finance the acquisition of 100% of the share capital of Cutwel Limited, the company created and issued £14,400,000 A fixed rate (10%) redeemable loan notes, with a further £7,500,000 A1 fixed rate (10%) redeemable loan notes. In addition, £45,000 A2 fixed rate (10%) redeemable loan notes were issued to key management. Two classes of loan notes were issued during 2019.

These loan notes are treated in the financial statements at amortised cost.

The balance on each class of loan note at 30 April 2021 was:

Series A1 Loan notes - £nil (2020: £nil)

Series A2 Loan notes - £15,327,788 (2020: £14,934,124)

Scries A1 and A2 loan notes were secured by a fixed and floating charge over the company's property, assets and rights. The loan notes are treated in the financial statements at amortised cost.

At 30 April 2021 of the loan notes in issue, £14,400,000 (2020: £14,400,000) are held by NorthEdge Capital Fund II, LP and NorthEdge Capital Coinvestment II, LP, The fund being the majority shareholder of the company. Interest of £389,164 (2020: £480,321) has been accrued on the loan notes in the year and rolled-up in line with the loan note agreement. The interest charged in the year amounted to £1,507,273 (2020: £1,468,542). The additional £45,000 (2020: £45,000) are held by key management. Interest of £4,500 (2020: £4,512) has been accrued on the loan notes in the year and rolled-up in line with the loan notes agreement.

The A2 loan notes will be repaid in full by 18 May 2025.

Interest is included within creditors and disclosed as falling due within one year.

Series A2 loan notes are listed on the International Stock Exchange.

#### Bank loans

The Group operates with two bank loan facilities.

Facility A bears interest at a floating rate based on LIBOR plus 3.19%. The facility is repayable in instalments, commencing on 31 October 2018 and will be repaid in full by 18 May 2024. The balance in respect of Facility A at 30 April 2021 was £1,500,000 (2020: £2,100,000).

Facility B bears interest at a floating rate based on LIBOR plus the average base rate for the year of 3.62%. The facility is repayable in full on 18 May 2024. The balance in respect of Facility B at 30 April 2021 was £4,500,000 (2020: £4,500,000).

Included within creditors: amounts falling due after more than one year is £5,265,214 (2020: £5,814,839).

Interest on the bank loan of £235,288 (2020: £292,316) was paid during the year in quarterly instalments. The bank loans are secured by a fixed and floating charge over the company's property, assets and right.

Amounts included above which fall due after five years are as follows:

	2021	2020	2021	2020
Payable by instalments	-	4,500,000	-	-

# NOTES TO THE GROUP FINANCIAL STATEMENTS (CONTINUED) FOR THE YEAR ENDED 30 APRIL 2021

Group	2020	Company	2020
£	£	£	£
5,865,214	7,418,388	-	-
600,000	1,603,549	-	-
5,265,214	5,814,839	-	-
	2021 £ 5,865,214 600,000	2021 2020 £ £ 5.865,214 7,418,388 ———————————————————————————————————	2021 2020 2021 £ £ £ 5,865,214 7,418,388 - 600,000 1,603,549 -

#### 21 Deferred taxation

22

The following are the major deferred tax liabilities and assets recognised by the group and company, and movements thereon:

Group	Liabilities 2021 £	Liabilities 2020 £
5,544	~	~
Accelerated capital allowances	69,693	61,300
Tax losses	(2,793)	(1,100)
	66,900	60,200
The company has no deferred tax assets or liabilities.		
	Group	Company
Maxamanta in the years	2021 £	2021 £
Movements in the year:	τ.	£
Liability at 1 May 2020	60,200	-
Charge to profit or loss	6,700	
Liability at 30 April 2021	66,900	-
Retirement benefit schemes		
Retirement benefit schemes	2021	2020
Defined contribution schemes	£	£
Charge to profit or loss in respect of defined contribution schemes	80,318	58,132

A defined contribution pension scheme is operated for all qualifying employees. The assets of the scheme are held separately from those of the group in an independently administered fund.

# NOTES TO THE GROUP FINANCIAL STATEMENTS (CONTINUED)

#### FOR THE YEAR ENDED 30 APRIL 2021

23	Share capital				
		2021	2020	2021	2020
	Ordinary share capital	Number	Number	£	£
	Issued and fully paid				
	Ordinary A1 shares of 0.1p each	16,000,000	16,000,000	16,000	16,000
	Ordinary A2 shares of 0.01p each	50,000	50,000	5	5
	Ordinary B1 shares of 0.4p each	1,200,000	1,200,000	4,800	4,800
	Ordinary B2 shares of 0.01p each	2,750,000	2,750,000	275	275
		20,000,000	20,000,000	21,080	21,080

Subject to article 6 of the company's articles of association, holders of the A1 and A2 ordinary shares are entitled to one vote, the B1 holders 4 votes and the B2 holders no votes. Holders of all classes of ordinary shares rank Parri Passu in the entitlement to dividends. None of the shares are redeemable.

In the case of winding up, the holders of the shares would firstly be entitled to an amount equal to the nominal value of the shareholding. Any remaining surplus would be divided pro rata as between such holders to their respective holdings of the relevant class as if such shares constituted a single class.

#### 24 Reserves

Share premium account - this reserve records the amount above the nominal value received for shares sold, less transaction costs,

Profit and loss account - this reserve records retained earnings and accumulated losses,

#### 25 Financial commitments, guarantees and contingent liabilities

#### Financial commitments

At 30 April 2021 the company was committed to pay £2,279,092 under foreign exchange contracts.

#### Guarantees

The bank loans within Crossco (1432) Limited are covered by a cross guarantee including Crossco (1427) Limited. This is secured by a fixed and floating charge over the company's property, assets and rights.

## 26 Operating lease commitments

#### Lessee

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

	Group		Company	
	2021	2020	2021	2020
	£	£	£	£
Within one year	142,256	87,161	-	-
Between two and five years	320,678	314,123	-	-
In over five years	564,667	640,667	-	-
	1,027,601	1,041,951	-	-

# NOTES TO THE GROUP FINANCIAL STATEMENTS (CONTINUED)

## FOR THE YEAR ENDED 30 APRIL 2021

## 27 Related party transactions

Amounts paid to NorthEdge Capital LLP in relation to monitoring fees for the financial year were £56,250 (2020: £75,000). This is inclusive of board member remuneration/fees.

#### 28 Directors' transactions

Included in debtors (note 17) Is a loan to a director, A Gillard in the amount of £46,049 (2020: £46,320). This qualifying loan is unsecured. The loan is repayable in full by 31 December 2025. Interest is being charged at a rate of 3% per annum.

## 29 Cash generated from group operations

			2021	2020
			£	£
	Loss for the year after tax		(1,397,089)	(860,936)
	Adjustments for:			
	Taxation charged		431,686	565,855
	Finance costs		1,762,730	1,769,552
	Investment income		(1,936)	(1,378)
	Government grant income		(104,974)	(49,403)
	Gain on disposal of tangible fixed assets		(35,692)	(8,072)
	Amortisation and impairment of intangible assets		1,843,108	1,810,354
	Depreciation and impairment of tangible fixed assets		156,005	183,589
	Movements in working capital:			
	Decrease in stocks		212,035	710,299
	(Increase)/decrease in debtors		(1,157,992)	611,400
	Increase/(decrease) in creditors		1,078,403	(1,037,783)
	Cash generated from operations		2,786,284	3,693,477
30	Analysis of changes in net debt - group			
		1 May 2020	Cash flows	30 April 2021
		£	£	£
	Cash at bank and in hand	2,554,269	(551,244)	2,003,025
	Borrowings excluding overdrafts	(7,418,388)	1,553,174	(5,865,214)
	Loan notes	(14,934,123)	(393,665)	(15,327,788)
		(19,798,242)	608,265	(19,189,977)

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