Registered number: 11370659

**CAERUS ASSETS LIMITED** 

REPORT AND FINANCIAL STATEMENTS

FOR THE YEAR ENDED 30 JUNE 2022



## **COMPANY INFORMATION**

**Directors** 

J Harling

R Behan

Registered number

11370659

Registered office

CAE House Maylands Avenue Hemel Hempstead Industrial Estate

Hemel Hempstead

HP2 7DE

Independent auditor

Cooper Parry Group Limited

Chartered Accountants & Statutory Auditor

Mindspace 9 Appold Street

London EC2A 2AP

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### GROUP STRATEGIC REPORT FOR THE YEAR ENDED 30 JUNE 2022

The directors present their strategic report for the year ended 30 June 2022.

#### Introduction

The Caerus Group (CAE) is an IT infrastructure solutions provider. The focus of the business is working with customers to design, implement and support core technology infrastructure comprising primarily of the network, data centre and workspace with an all-encompassing security wrap.

### **Our Purpose**

To transform people's experiences and people's lives, through technology - by inspiring and developing people, creating intimacy and sharing expertise.

Throughout periods of change CAE has adapted solutions to meet customer requirements, while continuing to be driven by our purpose, putting culture first and people at the core of our decision making.

### **Key Partnerships and Solutions**

The solutions available for CAE to offer customers are a combination of technologies, achieved by accrediting to the highest levels with the world's leading technology manufacturers. These manufacturers have long term track records in developing products and services that require a trusted advisor to deliver positive customer outcomes. The principal manufacturer relationships for CAE are Cisco, Dell Technologies and Microsoft, with which the following key accreditations are held.

Manufacturer	Accreditation at June 2022
Cisco and Cisco Meraki Dell Technologies Microsoft	Gold Integrator and Advanced Customer Experience Specialised Titanium Partner Gold Partner and Tier 1 Direct CSP Partner
Manufacturer	Award (in or for current financial year)
Cisco and Cisco Meraki	Cisco UK&I Partner of the Year 2022 Cisco UK&I Software Partner of the Year 2022 Cisco UK&I Security Partner of the Year 2022 Cisco UK&I Public Sector Partner of the Year 2022
Dell Technologies	Dell UK Partner of the Year Excellence in Business Development 2022

CAE remains fundamentally manufacturer independent so that the correct solution for the customer is always paramount.

Manufacturer solutions are packaged by CAE alongside its own services, with our own service desk function maintaining 3-star status awarded by the Service Desk Institute.

These services establish strong underlying processes to allow the customer to be taken on a journey that addresses the fundamental IT demands of a fast moving organisation. This includes a significant element of support services following the implementation of a solution, which keeps it operational and continuously improves the end user experience.

App development continues to grow within CAE. Areas of investment included:

- A portfolio of applications to support the network: Intelligence, Nucleus, Assure and Wiser Watts
- Automation on the Service Desk
- · Bespoke customer engagements to drive better automation and reporting

Off the back of this development award success included the Cisco Global Digital Sustainability Challenge and the Cisco Partner Innovation Challenge with CAE being announced the winner of the former and a finalist (for the third year running) in the latter challenge. The financial awards, given as prizes, will support future innovation investment.

## GROUP STRATEGIC REPORT (CONTINUED) FOR THE YEAR ENDED 30 JUNE 2022

### **Business review**

Financial results for the year ending 30 June 2022 show a record-breaking turnover year as the business continues to grow by winning and delivering significant transformation projects and competing successfully in a market that sustains a significant number of competitors. The following are the key performance indicators monitored by the directors:

	2022 £	2021 £	Increase/ (decrease) £	% change
Turnover	138,016,517	120,286,904	17,729,613	15
Operating profit	2,530,335	2,093,766	436,569	21

Turnover increased by 15% during the year. Although supply chain issues continued, the impact was softened as infrastructure projects delayed from the previous year were fulfilled. In October 2021, CAE acquired the Novus Group of Companies which accounts for just over 1% of turnover for the 7 months of trading reported.

Operating profit increased by 21% reflecting improved business performance at a group level. There was continued investment throughout the business including people, systems, buildings and development. Caerus Assets completed the renovation of a building acquired in 2020 and the headquarters were relocated from Watford to Hemel Hempstead.

### Principal risks and uncertainties

CAE completes a full business review and planning exercise every three months that identifies the risks associated with the business and assesses measures in place to mitigate those risks. The main areas of review are financial, market and resources.

### **Financial Risk**

The ongoing volatility in currency markets continues to be a risk, but the group minimises this by FX hedging the purchase of currency linked to fulfilled orders. Supply chain issues caused further uncertainty and increased exposure to FX movements. Working capital requirements are monitored closely with the contractual arrangements out in place to manage working capital as effectively as possible.

The group is subject to bad debt risk, however tight credit control procedures and a widely encompassing credit insurance policy mitigate this.

### GROUP STRATEGIC REPORT (CONTINUED) FOR THE YEAR ENDED 30 JUNE 2022

### **Market Risk**

The inherent competitive nature of the IT market results in a continual risk to an established customer base in each of the product and service areas. However, a strong feature of CAE is customer loyalty and breadth of accounts. The top customer represented only 3.3% of total turnover.

CAE is reliant on several manufacturer relationships in order to provide leading technologies. Although this minimises the risk of manufacturing and product development it leads to exposure to risk from changes in go to market strategies. The key manufacturers have repeatedly stated their commitment to a channel-based route to market and CAE has met all partner criteria throughout the year.

The supply chain continues to be a challenge based on the combination of the pandemic and long / unstable manufacturing lead times due to global chipset shortages. Timing issues are closely monitored with management of both invoicing and order book to understand the overall trading position. In addition, there is a maintained focus on CAE's recurring business, which is not hardware dependent, and generally offers increased profitability.

### Resource Risk

The delivery of products and services is reliant on a strong customer interface, particularly from sales and services employees. There is a risk in the ability to meet customer requirements and sustain customer relationships from employees leaving the business.

Management and related systems are in place to ensure that any relationship has multiple points of contact, which has been augmented by the business growing in scale. Constant appraisal of people best practice, enhanced communication systems and individual review also contribute to an environment in which people want to work.

The acquisition of the educational specialist Novus Group was a strategic decision to strengthen existing Microsoft capabilities and bolster the technical expertise of CAE.

Churn and stability metrics are monitored monthly by department with regular surveys and exit interview processes ensuring that there is a full understanding of employee sentiment within the business.

### GROUP STRATEGIC REPORT (CONTINUED) FOR THE YEAR ENDED 30 JUNE 2022

# Directors' section 172 (1) statement of compliance

The board of directors, acting in accordance with their duties under s172 of the Companies Act 2006, have acted in good faith in a manner which they consider promotes the success of the group for the benefit of its members and by doing so have had regard to a range of matters when making decisions for the long term.

### **Business Relationships**

CAE operates in a broad range of vertical markets, the key differentiator being an understanding and personalisation of solutions and services that allows a trusted partnership to be built for the long term, based on continued and unrivalled intimacy. This is reflected in customer retention of 99% of the top 100 customers by revenue (97% 2021).

70% of turnover is derived from the private sector (including banking, IT, retail media and insurance) and 30% from the public sector through some key frames as listed below.

- Crown Commercial Services (CCS) RM3808 Network Services 2 (Lots 1, 2, 5, 10 and 13)
- Crown Commercial Services (CCS) RM6068 Technology Products and Associated Services (Lot 3)
- Crown Commercial Service (CCS) RM6100 Technology Services 3 (Lots 1 & 3c)
- Crescent Purchasing Consortium (CPC) ICT Networking and Storage Solutions (Lot 1)
- Jisc Network Equipment (Lots 5 and 7)
- NHS Shared Business Services (NHS SBS) Cloud Services (Lot 1)
- North Eastern Universities Procurement Consortium (NEUPC) Higher Education Networking
- Supply and Services (Lots 1, 2 and 3)
- North of England Commercial Procurement Collaborative (NOECPC) IT Enterprise Solutions (Lots 1, 2, 3 and 5)
- Scottish Government Cloud Services
- Scottish Government Digital Services DPS (Lot 3)
- Scottish Government Telephony Services DPS (Lots 2 and 3)
- Scottish Procurement Network Advice DPS
- SSSNA Reseller Led Solutions Lot 4
- Welsh Government EdTech DPS
- YPO Network Connectivity & Telecommunication Solutions (Lot 2).

# **Our People**

At CAE, it is recognised that people are the source of passion and adaptability, which differentiates the business and ultimately drives success. Every person plays a part in achieving the shared objectives which helps the CAE family grow, learn and develop; professionally and personally. The strength of CAE's culture continues to allow the business to move forward with positivity and purpose.

### Disabled employees

The group has policies for the promotion of equal opportunities.

## **Employee Engagement**

CAE has adopted a hybrid work pattern and kept in place flexible working patterns to allow the best balance to be achieved between work / life balance and keeping up the social and collaboration elements of work that are vital to innovation and supporting mental health. The increased communications channels put into place at the start of the pandemic continued and remained key to keeping individuals safe, informed, and motivated while working remotely. Engagement is promoted through formal and informal channels with openness on all aspects of the business and its performance encouraged from the outset at induction through to departments and individuals by regular communications on a weekly, monthly and quarterly basis. An all-company kick-off event is held annually to communicate purpose and strategy and is followed up with departmental sessions with additional feedback from monthly Employee Forum sessions. Individuals are encouraged to complete regular Personal Development Reviews to identify areas of growth and opportunities for future learning.

## GROUP STRATEGIC REPORT (CONTINUED) FOR THE YEAR ENDED 30 JUNE 2022

The cost of living issues arising from global macroeconomic and political factors were addressed by supporting employees in income brackets who were affected disproportionately, A special pay review specifically for these individuals was carried out as well as further support during the annual pay review process.

Employee wellbeing remains a primary focus for the Managers and Leadership Team at CAE. Benefits are constantly reviewed and include wellbeing options such as a medical cash plan, access to wellness apps, corporate rate personal offers and others. There are specific groups and activities throughout the year that include Wellness, Book Club, Charities and Diversity and Inclusion that highlight areas of interest from across the group.

The group achieved a 3-star (World Class) rating with Best Companies during the year, demonstrating CAE's commitment to putting people first. The company continues to survey regularly and focuses on follow up sessions to ensure continuous improvement in engagement.

### **Going Concern**

CAE saw turnover grow by 15% and operational profit increase by 21%.

Business continued to be derived from a wide range of vertical markets and a customer base of approximately 600 spending accounts, with the largest single customer representing 3.3% of turnover.

The senior leadership team of the group meet on a monthly basis and review financial performance against forecast and assess all ongoing risks relating to the commercial success of the business including manufacturer relationships, supplier relationships employee development and financial performance.

Management accounts are reviewed by the directors of the business and analysed against previous years and the forecast to ensure growth continues in a stable and sustainable manner.

Banking facilities remain in place with Lloyds Bank including a cashflow loan, mortgage loan and a discounting facility. It is the opinion of the directors that the continued arrangements will adequately support the business for future growth.

All covenants attached to the cashflow loan were met throughout the course of the year.

Any fundamental change in strategy or potential acquisition or disposal must be approved by the board.

With IT solutions still regarded as a key enabler for business growth and increasingly important as deemed a critical service during the pandemic, the directors believe the forecasts are prudent and achievable and therefore the group is a going concern for the foreseeable future being at least 12 months from the date of sign off on the financial statements.

### **Shareholders**

Management are committed and openly engaged with shareholders through effective and regular communication channels. The shareholders are actively engaged in understanding our strategy, culture, people and the performance of our shared objectives for the short, medium and longer terms.

### Payment of suppliers

With respect to suppliers the group policy for the payment of suppliers is to agree terms of payment in advance in line with normal trade practices and, provided a supplier performs in accordance with the agreement, to abide by such terms.

## **Political Donations**

The group does not make any donations to any political party.

# GROUP STRATEGIC REPORT (CONTINUED) FOR THE YEAR ENDED 30 JUNE 2022

This report was approved by the board and signed on its behalf.

Justin Harling; 480AECADEC18473... J Harling

Director

Date: 30 March 2023

### DIRECTORS' REPORT FOR THE YEAR ENDED 30 JUNE 2022

The directors present their report and the financial statements for the year ended 30 June 2022.

### 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 applicable law and United Kingdom Accounting Standards (United Kingdom Generally Accepted Accounting Practice), including Financial Reporting Standard 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 of the company and the group 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 for the group financial statements 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 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 to 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.

### Principal activity

The principal activity of the company in the year under review was that of supply of high value IT infrastructure products and services.

### Results and dividends

The profit for the year, after taxation, amounted to £1,572,964 (2021: £1,522,751).

The company paid dividends of £NIL (2021: £NIL) during the year. The directors do not propose the payment of a final dividend (2021: £NIL).

### **Directors**

The directors who served during the year and to the date of approval of these financial statements are show on the company information page.

## DIRECTORS' REPORT (CONTINUED) FOR THE YEAR ENDED 30 JUNE 2022

## Community and charity

The company political and charitable donations totaled £115,273 (2021: £67,955). This included support for a number of local charities and a national charity partner selected by employees.

Also in the year, CAE continued to build on the foundations of the CAE Foundation, which is being administered by the Charities Aid Foundation. The goal of the Foundation is to commit resources long term in order to help eliminate digital exclusion caused by digital poverty.

Partnerships supported by the Foundation include:

- Citizens Online
- One YMCA
- Everton in the Community
- Aspire (Getting Oxfordshire Online)
- Edinburgh Remakery
- West Watford Community Association
- Sunnyside Rural Trust
- First Days

### **Future developments**

Although a number of factors continue to add to a level of uncertainty within the macro environment and for customers at an individual level, technology continues to be part of the solution of how organisations can respond and adapt to changing requirements from customers and employees.

Investment continues to be made in ensuring that CAE strengthens its capabilities in each of the core areas of networking, datacentre, workplace and security. Within these areas the recurring elements of services and software continue to combine to offer greater innovation to customers through automation of deployment and support.

Following a detailed review of CAE's own systems, a multi-million pound upgrade project which is due to complete by January 2024 will bring significant benefits to the organisation, customers and partners. Improved processes, advanced reporting capabilities and an end-to-end view of the customer journey will support CAE's growth plans in the coming years.

Further investment post year end includes the creation of a northern hub as CAE acquired a new building in Warrington. The office, which is due to open in March 2023, will allow the expansion of our Service Desk as well as accommodating Sales, technical and commercial teams.

The pressure within the market for talent still exists, showing itself in both the movement of people and pressure of wage inflation. CAE continues to make recruitment decisions based on capability, culture and the commercial value of a role. This has been supported by establishing an apprentice program, with support from Cisco, and increased and dedicated focus to the areas of recruitment and learning and development.

Senior Leadership continues to assess monthly, both the strategic direction and operational performance of the business. This has resulted in a number of process and system improvements, which are ultimately expected to combine into a wider systems project that will help support increased productivity as the business grows in the long term. In addition, reviews of organisational structure continue to set the business up for further growth, including investment into a new Business Development Director role, Sales Management, Customer Success and Transformation, Commercial and Bid Management, Strategic Technical Management and Application Development.

Our future success is wholly based on the effort of everyone who works within the organisation, and we would like to express our thanks for all that has been achieved and is yet to come from a fantastic team.

## DIRECTORS' REPORT (CONTINUED) FOR THE YEAR ENDED 30 JUNE 2022

## Engagement with suppliers, customers and others

Customer intimacy is the key to CAE's core strategy, building trusted advisor relationships and engagement. Our goal is to achieve real change for them and their customers, as with our vendors, customer experience or satisfaction is an increasingly important system of measurement and CAE has invested in a new Customer Success and Transformation practice and relevant software to support this effort.

Customer intimacy applies to suppliers, partners, governing bodies as well as customers and all staff are involved in building and improving the customer journey.

## Qualifying third party indemnity provisions

During the period and up to the date of this report, the company maintained liability insurance and third-party indemnification provisions for its directors, under which the company has agreed to indemnify the directors to the extent permitted by law in respect of all liabilities to third parties arising out of, or in connection with, the execution of their powers, duties and responsibilities as directors of the company.

### DIRECTORS' REPORT (CONTINUED) FOR THE YEAR ENDED 30 JUNE 2022

### Streamlined Energy and Carbon Reporting (SECR)

The group's greenhouse gas emissions and energy consumption for the year are:

	2022	2021
Energy consumption used to calculate emissions (kWh)	695,510	790,841
Energy consumption breakdown (kWh)		
Gas Electricity Transport Fuel Business Travel	50,182 448,368 3,234 193,726	139,461 431,928 42,743 176,709
Scope 1- emissions in metric tonnes CO2e		
Gas consumption	9.16	25.54
Scope 2 - emissions in metric tonnes CO2e		
Purchased electricity	94.65	91.71
Scope 3 - emissions in metric tonnes CO2e		
Business travel in employee vehicles Transport fuel Total scope	44.53 8.27 52.8	40.61 10.12 50.73
Total gross emissions in metric tonnes CO2e	156.61	167.98
Intensity ratio tonnes per CO2e	0.51	0.55

### Quantification and reporting methodology

We have followed the 2019 HM Government Environmental Reporting Guidelines. We have also used the GHG Reporting Protocol - Corporate Standard and have used the 2022 UK Government's Conversion Factors for Company Reporting.

## Intensity measurement

The chosen intensity measurement ratio is total gross emissions in metric tonnes CO2e per employee, the recommended ratio for the sector.

Total gross emissions fell by 7% in the year.

When working with our customers, we frequently talk about how CAE, through the use of technology, can transform what they do. A key component of our purpose is to do this work in a compassionate manner, to make sure we recognise all of the ways that an organisation touches and impacts the world around us. In this spirit, this year saw us build our 'Make A Difference' sustainability strategy to enhance our company's ESP program, to better engage our employees, partners and customers around the world.

From an Environmental perspective, we reduced key emissions (Scope 1 and 2) with the goal to move responsibly toward "net zero" emissions in the future. We implemented sustainability projects at our key facilities, such as installing solar panels to help power our UK headquarters.

In our Governance, we continue to focus on best practices in our Board of Directors, across our leadership team and throughout the company. The foundational values of our corporate governance practices are openness, equity, integrity and accountability. Our Board of Directors receives regular updates and proactively provides input and feedback regarding the company's ESG initiatives. Our leadership teams also engage in

## DIRECTORS' REPORT (CONTINUED) FOR THE YEAR ENDED 30 JUNE 2022

continual leadership refreshment to ensure diversity of background, perspectives and experience at the highest levels of our organisation. These are only some of the strides we made in our ESG efforts during the year.

We are very proud of our continued progress into 2022, especially against the backdrop of supply chain constraints experienced by all industries including ours and geopolitical unrest. Even in the face of these challenges, we continue to do our work the right way, according to our highest values, and with great care for our people, our customers, our partners, and the world around us.

The Board is aware that reducing our carbon dioxide equivalents emissions (CO2e) represents significant benefits for us, our customers, and the community.

Our Carbon Management Plan contains the strategies and frameworks of CAE's ongoing commitment to the management and reduction of carbon emissions.

More particularly, it outlines CAE's baseline, sets a target for reducing this baseline within a define period, and finally, lists the projects to be implemented for the carbon neutral achievement and source of funding for taking these projects to the right destination.

Outlined below lays our journey to successfully achieve the Net Zero emissions by 2040 and part of it will focus on finding wasted energies that will contribute to the reduction of the organisation's carbon dioxide equivalents (CO2e):

- CAE aims to reduce its CO2e emissions by 25% by 2025 based on its 2020/21 baseline;
- CAE CO2e baseline emissions were 387.43 tonnes in 2019/20, taking into account fuel combustible, transport related and waste disposal;
- Failure to take action would result in a rise from 387.43 tonnes in 2019/20 to 581.14 tonnes in 2030. If CAE achieves its target reduction of 25% then the CO2e emissions would fall to 281 tonnes, saving a cumulative total of 98 tonnes over a period of 5 years;

Over 10 energy saving projects have been identified that will encourage culture change for our organisation and the implementation of these projects will achieve the net zero emissions by 2040.

### Disclosure of information to auditor

Each of the persons who are directors at the time when this directors' report is approved has confirmed that:

- so far as the director is aware, there is no relevant audit information of which the company and the group's auditor is unaware, and
- the director has taken all the steps that ought to have been taken as a director in order to be aware of any relevant audit information and to establish that the company and the group's auditor is aware of that information.

# DIRECTORS' REPORT (CONTINUED) FOR THE YEAR ENDED 30 JUNE 2022

# **Auditor**

The auditor, Cooper Parry Group Limited, will be proposed for reappointment in accordance with section 485 of the Companies Act 2006.

This report was approved by the board and signed on its behalf.

Justin Harling; 460AECADEC18473...

J Harling

Director

Date: 30 March 2023

### INDEPENDENT AUDITOR'S REPORT TO THE MEMBERS OF CAERUS ASSETS LIMITED

### Opinion

We have audited the financial statements of Caerus Assets Limited (the 'parent company') and its subsidiaries (the 'group') for the year ended 30 June 2022, which comprise the consolidated statement of comprehensive income, the consolidated and company statement of financial position, the consolidated and company statement of changes in equity, the consolidated statement of cash flows and the analysis of net debt and the related notes, including a summary of significant accounting policies. The financial reporting framework that has been applied in their preparation is applicable law and United Kingdom Accounting Standards, including 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 30 June 2022 and of the group's profit for the year then ended;
- have been properly prepared in accordance with United Kingdom Generally Accepted Accounting Practice: and
- have been prepared in accordance with the requirements of the Companies Act 2006.

### Basis for opinion

We conducted our audit in accordance with International Standards on Auditing (UK) (ISAs (UK)) and applicable law. Our responsibilities under those standards are further described in the 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 United Kingdom, including the Financial Reporting Council'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 or the 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.

### INDEPENDENT AUDITOR'S REPORT TO THE MEMBERS OF CAERUS ASSETS LIMITED (CONTINUED)

### 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.

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

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

- the information given in the 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.

### 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 group strategic report or the directors' report.

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

- adequate accounting records have not been kept by the 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 set out on page 7, 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.

# INDEPENDENT AUDITOR'S REPORT TO THE MEMBERS OF CAERUS ASSETS LIMITED (CONTINUED)

### 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 Group financial statements.

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:

Our assessment focused on key laws and regulations the company has to comply with and areas of the financial statements we assessed as being more susceptible to misstatement. These key laws and regulations included but were not limited to compliance with the Companies Act 2006, United Kingdom Generally Accepted Accounting Practice and relevant tax legislation.

We are not responsible for preventing irregularities. Our approach to identifying and assessing the risks of material misstatement in respect of irregularities, including fraud and non-compliance with laws and regulations, was as follows:

- the engagement partner ensured that the engagement team collectively had the appropriate competence, capabilities and skills to identify or recognise non-compliance with applicable laws and regulations;
- making enquiries of management as to where they considered there was susceptibility to fraud, their knowledge of actual, suspected and alleged fraud;
- considering the internal controls in place to mitigate risks of fraud and non-compliance with laws and regulations;
- performed analytical procedures to identify any unusual or unexpected relationships;
- tested journal entries to identify unusual transactions;
- assessed whether judgements and assumptions made in determining the accounting estimates were indicative of potential bias;
- investigated the rationale behind significant or unusual transactions;
- reading the minutes of meetings of those charged with governance; enquiring of management as to actual and potential litigation and claims;
- reviewing correspondence with HMRC, relevant regulators including the Health and Safety Executive, and the company's legal advisors; and
- agreeing financial statement disclosures to underlying supporting documentation.

Because of the inherent limitations of an audit, there is a risk that we will not detect all irregularities, including those leading to a material misstatement in the financial statements or non-compliance with regulation. This risk increases the more that compliance with a law or regulation is removed from the events and transactions reflected in the financial statements, as we will be less likely to become aware of instances of non-compliance. The risk is also greater regarding irregularities occurring due to fraud rather than error, as fraud involves intentional concealment, forgery, collusion, omission or misrepresentation.

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

# INDEPENDENT AUDITOR'S REPORT TO THE MEMBERS OF CAERUS ASSETS LIMITED (CONTINUED)

## 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.

Steven Leith (Senior statutory auditor)

for and on behalf of Cooper Parry Group Limited

Chartered Accountants Statutory Auditor

Mindspace 9 Appold Street London EC2A 2AP

Date: 30 March 2023

# CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME FOR THE YEAR ENDED 30 JUNE 2022

	Note	2022 £	2021 £
Turnover Cost of sales	3	138,016,517 (103,800,394)	120,286,904 (89,006,072)
Gross profit		34,216,123	31,280,832
Administrative expenses Fair value movements	14	(32,138,504) 452,716	(29,211,154) 24,088
Operating profit	4	2,530,335	2,093,766
Interest receivable and similar income Interest payable and expenses	8	615 (254,622)	- (279,566)
Profit before taxation		2,276,328	1,814,200
Tax on profit	9	(703,364)	(291,449)
Profit for the financial year		1,572,964	1,522,751

There were no recognised gains and losses for 2022 or 2021 other than those included in the consolidated statement of comprehensive income.

# CAERUS ASSETS LIMITED REGISTERED NUMBER: 11370659

# CONSOLIDATED STATEMENT OF FINANCIAL POSITION AS AT 30 JUNE 2022

	Note	2022 £	2022 £	2021 £	2021 £
Fixed assets					
Intangible assets	10		7,514,171		7,972,577
Tangible fixed assets	11		7,385,193		6,313,871
			14,899,364	• ,	14,286,448
Current assets					
Stocks	13	1,833,070		2,424,728	
Debtors: amounts falling due within one year	14	37,636,778		29,056,330	
Cash at bank and in hand	15	4,857,575		7,510,097	
		44,327,423		38,991,155	
Creditors: amounts falling due within one year	16	(43,075,880)		(38,128,152)	
Net current assets			1,251,543		863,003
Total assets less current liabilities			16,150,907		15,149,451
Creditors: amounts falling due after more than one year	17		(5,410,552)		(6,296,494)
Provisions for liabilities					
Deferred taxation	19		(348,581)		-
Dilapidations provision	.20		(493,491)		(527,638)
Net assets		,	9,898,283	•	8,325,319
Capital and reserves					
Called up share capital	21		6,767		6,767
Share premium account	22		4,349,602		4,349,602
Profit and loss account	22		5,541,914		3,968,950
Equity attributable to owners of the parent company			9,898,283		8,325,319

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

Justin Harling;
460AECADEC18473....

J Harling
Director

Date: 30 March 2023

# CAERUS ASSETS LIMITED REGISTERED NUMBER: 11370659

# COMPANY STATEMENT OF FINANCIAL POSITION AS AT 30 JUNE 2022

Investments 12 11,402,773 11,400 17,682,852 16,59  Current assets	2,815 2,773 5,588
Investments 12 11,402,773 11,400 17,682,852 16,59  Current assets	2,773
17,682,852 16,59  Current assets	
Current assets	5,588
Debtors: amounts falling due within one year 14 174,081 422,380	
Cash at bank and in hand 15 12,755 72,970	
186,836 495,350	
Creditors: amounts falling due within one year 16 (13,004,564) (8,695,946)	
Net current liabilities (12,817,728) (8,20	0,596)
Total assets less current liabilities 4,865,124 8,39	4,992
Creditors: amounts falling due after more than one year 17 (1,510,000) (4,87) Provisions for liabilities	4,813)
Deferred taxation 19 (460,855) -	
(460,855)	-
Net assets 2,894,269 3,52	0,179
Capital and reserves	<del></del> .
Called up share capital 21 6,767	6,767
Share premium account 22 4,349,602 4,34	9,602
Profit and loss account (1,462,100) (83	6,190)
Shareholders' funds         2,894,269         3,52	0,179

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

Justin Harling:
J Harling
Director

Date: 30 March 2023

# CONSOLIDATED STATEMENT OF CHANGES IN EQUITY FOR THE YEAR ENDED 30 JUNE 2022

	Called up share capital	Share premium account	Profit and loss account	Total shareholders' funds
	£	£	£	£
At 1 July 2021	6,767	4,349,602	3,968,950	8,325,319
Comprehensive income for the year				
Profit for the year	-	-	1,572,964	1,572,964
At 30 June 2022	6,767	4,349,602	5,541,914	9,898,283

# CONSOLIDATED STATEMENT OF CHANGES IN EQUITY FOR THE YEAR ENDED 30 JUNE 2021

Called up share capital	Share premium account		Total shareholders' funds
£	£	£	£
6,767	4,349,602	2,446,199	6,802,568
-	-	1,522,751	1,522,751
6,767	4,349,602	3,968,950	8,325,319
	share capital £ 6,767	Called up share capital account £ £ £ 6,767 4,349,602	Called up share capital         premium account loss account los

# COMPANY STATEMENT OF CHANGES IN EQUITY FOR THE YEAR ENDED 30 JUNE 2022

	Called up share capital	Share premium account	Profit and loss account	Total shareholder s' funds
	£	£	£	£
At 1 July 2021	6,767	4,349,602	(836,190)	3,520,179
Comprehensive income for the year				
Loss for the year	-	-	(625,910)	(625,910)
At 30 June 2022	6,767	4,349,602	(1,462,100)	2,894,269

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

	Called up share capital	Share premium account	Profit and loss account	Total shareholder s' funds
	£	£	£	£
At 1 July 2020	6,767	4,349,602	(390,694)	3,965,675
Comprehensive income for the period				
Loss for the period	-	-	(445,496)	(445,496)
At 30 June 2021	6,767	4,349,602	(836,190)	3,520,179
	<del></del>			

# CONSOLIDATED STATEMENT OF CASH FLOWS FOR THE YEAR ENDED 30 JUNE 2022

202	22 2021 £ £
Cash flows from operating activities	•
Profit for the financial year 1,572,96  Adjustments for:	4 1,522,751
Amortisation of intangible assets  Depreciation of tangible assets  Loss on disposal of tangible assets  Interest paid  1,125,50 392,19 60 254,62	2 571,252 7 1,184
Interest received (61 Taxation charge 703,36 Decrease/(increase) in stocks 554,93	5) - 4 291,449
(Increase)/decrease in debtors(8,859,87)Increase in creditors4,694,91(Decrease)/increase in provisions(34,14)Corporation tax (paid)(39,14)	3,038,431 7) 425,000
Net cash generated from operating activities 365,32	2 6,332,555
Cash flows from investing activities  Purchase of tangible fixed assets  Interest received  Investments net of cash acquired on the date of acquisition  (248,42)	5 -
Net cash from investing activities (1,643,31	<u> </u>
Cash flows from financing activities	
Repayment of loans (1,195,000 Other new loans 1,306,460 Repayment of other loans (2,091,080 Repayment of/new finance leases 10,270 Interest paid (254,620 CT)	4 - 3) (4,345,836) 2 -
Net cash used in financing activities (2,223,96	9) (4,625,402)
Net (decrease) in cash and cash equivalents(3,501,95)Cash and cash equivalents at beginning of year7,296,99Cash on acquisition of subsidiary837,18	2 7,971,494
Cash and cash equivalents at the end of year 4,632,22	2 7,296,992
Cash and cash equivalents at the end of year comprise:	
Cash at bank and in hand 4,857,57 Bank overdrafts (225,35	
4,632,22	2 7,296,992

# CONSOLIDATED ANALYSIS OF NET DEBT FOR THE YEAR ENDED 30 JUNE 2022

	At 1 July 2021 £	Cash flows £	Acquisition and disposal of subsidiaries £	Other non- cash changes £	At 30 June 2022 £
Cash at bank and in hand	7,510,097	(3,489,710)	837,188	-	4,857,575
Bank overdrafts	(213,105)	(12,250)	-	-	(225,355)
Debt due after 1 year	(5,989,240)	-	-	613,236	(5,376,004)
Debt due within 1 year	(2,964,983)	1,979,619	-	(887,403)	(1,872,767)
Finance leases	· -	-	(10,272)	-	(10,272)
	=	-	-	-	-
	(1,657,231)	(1,522,341)	826,916	(274,167)	(2,626,823)

### NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 30 JUNE 2022

## 1. Accounting policies

### 1.1 General information

Caerus Assets Limited is a limited liability company incorporated and domiciled in the United Kingdom. The address of the registered office and principal place of business is disclosed on the company information page.

The principal activity of the group in the year under review was that of supply of high value IT infrastructure products and services.

The company was incorporated on 18 March 2018. The current year represents the year ended 30 June 2022 (2021: 30 June 2021).

### 1.2 Basis of preparation of financial statements

The financial statements have been prepared on a going concern basis under the historical cost convention and in accordance with Financial Reporting Standard (FRS) 102, the Financial Reporting Standard applicable in the United Kingdom and the Republic of Ireland and the Companies Act 2006.

The preparation of financial statements in conformity with FRS 102 requires the use of certain critical accounting estimates. It also requires management to exercise judgement in the process of applying the company's accounting policies. The areas involving a higher degree of judgement or complexity or areas where assumptions and estimates are significant to the financial statements are disclosed in note 2.

The financial statements are prepared in Sterling (£), which is the functional currency of the company. The financial statements are for the year ended 30 June 2022 (2021: period ended 30 June 2021).

Parent company disclosure exemptions

In preparing the separate financial statements of the parent company, advantage has been taken of the following disclosure exemptions available in FRS 102:

- · No cash flow statement has been presented for the parent company; and
- No disclosure has been given for the aggregate remuneration of the key management personnel of the parent company as their remuneration is included in the totals for the group as a whole.

The following accounting policies have been applied consistently throughout the year:

### 1.3 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 statement of financial position, 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.

### NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 30 JUNE 2022

### 1. Accounting policies (continued)

### 1.4 Going concern

The group has well-established and flexible financial resources, established customer base and profitable history through its main trading entity. As a consequence, the directors believe that the company is well placed to manage its business risks successfully despite the current uncertain economic outlook. The directors have reasonable expectation that the company has adequate resources to continue in operational existence for the foreseeable future, being 12 months from the date of sign off on these accounts.

At the statement of financial position date the company has a significant cash balance and strong net current asset position. At the time of signing these accounts, the directors have considered the effect of the Coronavirus on the going concern position, and consider that this does indicate that the company will continue to trade for a period of at least 12 months from the date of signing these accounts due to the banking facilities available to it and the UK Government support available to businesses during this difficult time. Further comment is given in the directors' report.

Accordingly, the directors continue to adopt the going concern basis in preparing the annual report and financial statements.

### 1.5 Foreign currency translation

Foreign currency transactions are translated into the functional currency using the spot exchange rates at the dates of 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 not retranslated.

Foreign exchange gains and losses resulting from the settlement of transactions to and from the translation at year end exchange rates of monetary assets and liabilities denominated in foreign currencies recognised in the consolidated profit and loss account in the year to which they relate.

Any contracts open at the balance sheet date are fair valued and any gains or losses are recognised in the profit or loss account.

## NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 30 JUNE 2022

## 1. Accounting policies (continued)

### 1.6 Turnover

The company derives its revenue from the sale of computer hardware, installation services and support services.

Turnover is recognised to the extent that it is probable that the economic benefits will flow to the group and the turnover can be reliably measured. Turnover is measured as the fair value of the consideration received or receivable, excluding discounts, rebates, value added tax and other sales taxes. The following criteria must also be met before turnover is recognised:

### Sale of goods

Turnover from the sale of goods is recognised when all of the following conditions are satisfied:

- the group has transferred the significant risks and rewards of ownership to the buyer;
- the group retains neither continuing managerial involvement to the degree usually associated with ownership nor effective control over the goods sold;
- the amount of turnover can be measured reliably;
- it is probable that the group will receive the consideration due under the transaction; and
- the costs incurred or to be incurred in respect of the transaction can be measured reliably.

Turnover on hardware sales is recognised when outside customers have taken delivery of and accepted liability for the goods supplied.

## Rendering of services

Turnover from installation services is recognised on completion of installation of hardware. Turnover for support services is recognised on a straight line basis over the contract period in which the service is provided. Amounts invoiced relating to more than one year are deferred in the statement of financial position and recognised in the relevant period. The related costs are recognised as they occur.

### 1.7 Operating leases

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

# 1.8 Interest income

Interest income is recognised in profit or loss using the effective interest method.

### 1.9 Pensions

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 statement of financial position. The assets of the plan are held separately from the group in independently administered funds.

## NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 30 JUNE 2022

### 1. Accounting policies (continued)

#### 1.10 Current and deferred taxation

The tax expense for the year comprises current and deferred tax. Tax is recognised in profit or loss 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 reporting 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 reporting 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 reporting date.

# 1.11 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 consolidated statement of comprehensive income over its useful economic life.

## 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. If a reliable estimate of the useful life cannot be made, the useful life shall not exceed ten years.

### NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 30 JUNE 2022

## 1. Accounting policies (continued)

### 1.12 Impairment of assets

Assets that are subject to depreciation and amortisation are assessed at each reporting date to determine whether there is any indication that the assets are impaired. Where there is any indication that an asset may be impaired, the carrying value of the asset (or cash-generating unit to which the asset has been allocated) to test for impairment. An impairment loss is recognised for the amount by which the asset's carrying amount exceeds its recoverable amount. The recoverable amount is the higher of an asset's (or CGU's) fair value less costs to sell and value in use. For the purposes of assessing impairment, assets are grouped at the lowest levels for which there are separately identifiable cash flows (CGUs). Non-financial assets that have been previously impaired are reviewed at each reporting date to assess whether there is any indication that the impairment losses are recognised in prior periods may no longer exist or may have decreased.

## 1.13 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:

Leasehold property - 2% per annum

Motor vehicles - 25% reducing balance

Fixtures and fittings - 20% per annum

Office equipment - 20% per annum

Computer equipment - 25% per annum

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 profit or loss.

### 1.14 Valuation of investments

Investments in subsidiaries are measured at cost less accumulated impairment.

### 1.15 Stocks

Stocks are stated at the lower of cost and net realisable value, being the estimated selling price less costs to complete and sell.

At each reporting 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 the consolidated statement of comprehensive income.

## 1.16 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.

# NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 30 JUNE 2022

### 1. Accounting policies (continued)

### 1.17 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.

### 1.18 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.

### 1.19 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 profit or loss in the year that the group becomes aware of the obligation, and are measured at the best estimate at the reporting 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 statement of financial position.

## 1.20 Financial instruments

The group only enters into basic financial instrument transactions that result in the recognition of financial assets and liabilities like trade and other debtors and creditors, loans from banks and other third parties, loans to related parties and investments in 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 debtors and creditors, are measured, initially and subsequently, at the undiscounted amount of the cash or other consideration expected to be paid or received. However, if the arrangements of a short-term instrument constitute a financing transaction, like the payment of a trade debt deferred beyond normal business terms or in case of an out-right short-term loan that is not at market rate, the financial asset or liability is measured, initially at the present value of future cash flows discounted at a market rate of interest for a similar debt instrument and subsequently at amortised cost, unless it qualifies as a loan from a director in the case of a small company, or a public benefit entity concessionary loan.

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 consolidated statement of comprehensive income.

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

## NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 30 JUNE 2022

# 1. Accounting policies (continued)

## 1.20 Financial instruments (continued)

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 of the recoverable amount, which is an approximation of the amount that the group would receive for the asset if it were to be sold at the reporting date.

Financial assets and liabilities are offset and the net amount reported in the statement of financial position 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.

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 income as appropriate. The company does not currently apply hedge accounting for interest rate and foreign exchange derivatives.

# NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 30 JUNE 2022

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

The preparation of the financial statements require management to make significant judgements, estimates and assumptions that effect the application of policies and reported amounts of assets, liabilities, income and expenses.

The estimates and associated assumptions are based on historical experiences and various other factors that are believed to be reasonable under the circumstances, the results of which form the basis of making the judgements about carrying values of assets and liabilities and are not readily apparent from other sources. Actual results may differ from these estimates. The judgements, estimates and assumptions which have a significant risk of causing a material adjustment to the carrying amount of assets and liabilities are:

### Intangible assets

The initial recording of intangible assets requires subjective judgements concerning estimates of the fair value of the acquired assets. Management test the value of indefinite-lived intangible assets for impairment each year or whenever events or circumstances indicate such assets may be impaired. The test for impairment involves significant judgement in estimating projections of fair value generated through future performance of each of the reporting units and considers a variety of factors such as the expected use of cash generating units to which intangible assets are attributed, any legal, regulatory or contractual provisions that can limit useful life and assumptions that market participants would consider respect of similar businesses.

### Impairment of fixed assets

The group assess the impairment of tangible fixed assets subject to depreciation whenever events or changes in circumstances indicate that the carrying value may not be recoverable. Factors considered important that could trigger an impairment review include the following:

- significant under performance relative to historical or projected future operating results;
- significant changes in the manner of the use of the acquired assets or the strategy for the overall business; and
- significant negative industry or economic trends.

## Fair value of instruments

In determining the fair value at year end of open foreign exchange contracts the company obtain an open market valuation any gains or losses from these contracts are recorded in the profit and loss account.

## Recoverability of trade debtors

Trade and other debtors are recognised to the extent that they are judged recoverable. The directors' reviews are performed to estimate the level of reserves required for irrecoverable debt. Provisions are made specifically against invoices where recoverability is uncertain. The directors make allowance for doubtful debts based on an assessment of the recoverability of debtors.

Allowances are applied to debtors where events or changes in circumstances indicate that the carrying amounts may not be recoverable. The directors specifically analyse historical bad debts, customer creditworthiness, current economic trends and changes in customer payment terms when making a judgement to evaluate the adequacy of the provision for doubtful debts. Where the expectation is different from the original estimate, such difference will impact the carrying value of debtors and the charge in the profit and loss account.

# NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 30 JUNE 2022

## 3. Turnover

The whole of the turnover is attributable to the supply of high value IT infrastructure products and services.

Analysis of turnover by country of destination:

2022 £	2021 £
129,186,802	113,793,081
3,725,926	3,471,878
5,103,789	3,021,945
138,016,517	120,286,904
	£ 129,186,802 3,725,926 5,103,789

# 4. Operating profit

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

2022 £	2021 £
414,295	571,252
1,126,526	1,081,028
(127,551)	(419,239)
(192,755)	602,803
575,963	499,382
	1,126,526 (127,551) (192,755)

## 5. Auditor's remuneration

	£	t.
Fees payable to the group's auditor for the audit of the group's annual financial statements	40,850	31,250
Fees payable to the group's auditor and its associates in respect of:		
Taxation compliance services	11,500	7,100
All other services	17,250	20,265
	28,750	27,365

2021

2022

Auditors' remuneration is borne by a subsidiary company - CAE Technology Services Limited.

# NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 30 JUNE 2022

### 6. Employees

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

2022 £	2021 £	2022 £	Company 2021 £
19,571	19,990,534	-	-
93,671	2,219,288	_	· -
71,212	528,848	-	· <u>-</u>
14,454	22,738,670	<u>-</u>	-
		2022 2021 £ £ 49,571 19,990,534 93,671 2,219,288 71,212 528,848	£ £ £ £ 49,571 19,990,534 - 93,671 2,219,288 - 71,212 528,848 -

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

	2022 No.	2021 No.
Sales	114	113
Services	141	130
Operations	66	62
	321	305

### 7. Directors' remuneration

	2022 £	2021 £
Directors' emoluments	984,004	885,381
Group contributions to defined contribution pension schemes	11,100	10,933
	995,104	896,314

During the year retirement benefits were accruing to 2 directors (2021: 2) in respect of defined contribution pension schemes.

The highest paid director received remuneration of £549,724 (2021: £519,522).

The value of the group's contributions paid to a defined contribution pension scheme in respect of the highest paid director amounted to £6,000 (2021: £5,833).

The total accrued pension provision of the highest paid director at 30 June 2022 amounted to £Nil (2021: £Nil).

The amount of the accrued lump sum in respect of the highest paid director at 30 June 2022 amounted to £Nil (2021: £Nil).

Key management personnel include the directors and senior management of the company, who have authority and responsibility for planning, directing and controlling the activities of the company. The total compensation paid to key management personnel in the year was £1,821,784 (2021: £1,062,455).

The company had no employees other than the 2 directors (2021: 2) during the year.

# NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 30 JUNE 2022

## 8. Interest payable and similar expenses

		•	
		2022 £	2021 £
	Bank interest payable	-	25
	Other loan interest payable	253,594	279,541
	Finance leases and hire purchase contracts	1,028	<del>-</del>
		254,622	279,566
9.	Taxation		
		2022 £	2021 £
	Corporation tax		
	Current tax on profits for the year	259,065	442,768
	Adjustments in respect of previous periods  Foreign tax	(67,881)	(42,347)
	Foreign tax on income for the year	49,427	-
		49,427	
	Total current tax Deferred tax	240,611	400,421
	Origination and reversal of timing differences	462,753	(120,562)
	Adjustment in respect of previous periods	·	11,590
	Total deferred tax	462,753	(108,972)
	Taxation on profit on ordinary activities	703,364	291,449

# NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 30 JUNE 2022

### 9. Taxation (continued)

### Factors affecting tax charge for the year

The tax assessed for the year is lower than (2021: lower than) the standard rate of corporation tax in the UK of 19% (2021: 19%). The differences are explained below:

	2022 £	2021 £
Profit on ordinary activities before tax	2,276,328	1,814,200
Profit on ordinary activities multiplied by standard rate of corporation tax in the UK of 19% (2021: 19%)  Effects of:	432,523	344,698
Fixed asset differences	(42,183)	(127,814)
Expenses not deductible for tax purposes	248,129	4,481
Income not taxable for tax purposes	(130,156)	-
Adjust opening deferred tax to average rate of 19.00%	48,438	5,433
Additional deduction for R&D expenditure	(70,767)	-
Higher rate taxes on overseas earnings	24,350	-
Adjustments to tax charge in respect of prior periods	(67,881)	-
Group relief surrendered		85,313
Deferred tax not recognised	260,911	(20,662)
Total tax charge for the year	703,364	291,449

### Factors that may affect future tax charges

On 3 March 2021, the Chancellor of the Exchequer announced that the corporation tax rate would increase to a maximum of 25% from 1 April 2023. This was substantively enacted on 24 May 2021. 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, based on tax law and the corporation tax rates that have been enacted, or substantively enacted, at the balance sheet date. As such, the deferred tax rate applicable at 31 May 2022 is 25% and deferred tax has been re-measured at this rate. The recent budget on 23 September 2022, the Chancellor of the Exchequer announced that the corporation tax rate would not increase to a maximum of 25% however this not been enacted as at year end.

# NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 30 JUNE 2022

## 10. Intangible assets

### Group and company

	Goodwill £
Cost	
At 1 July 2021	10,810,275
Additions	667,095
At 30 June 2022	11,477,370
Amortisation	
At 1 July 2021	2,837,698
Charge for the year on owned assets	1,125,501
At 30 June 2022	3,963,199
Net book value	
At 30 June 2022	7,514,171
At 30 June 2021	7,972,577

# NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 30 JUNE 2022

## 11. Tangible fixed assets

Group

	Freehold property £	Long-term leasehold property £	Motor vehicles £	Fixtures and fittings	Computer equipment £
Cost					
At 1 July 2021	5,192,815	673,596	-	1,225,147	1,083,737
Additions	. 506,278	-	-	516,461	372,760
Acquisition of subsidiary	-	1,025	27,232	63,492	-
Disposals	-	<u>-</u>		(1,037,238)	-
At 30 June 2022	5,699,093	674,621	27,232	767,862	1,456,497
Depreciation					
At 1 July 2021	-	121,054	-	1,185,753	554,617
Charge for the year on owned assets	40,860	30,629	4,538	102,433	236,861
Disposals	-	-	· <del>-</del>	(1,036,633)	-
At 30 June 2022	40,860	151,683	4,538	251,553	791,478
Net book value					
At 30 June 2022	5,658,233	522,938	22,694	516,309	665,019
At 30 June 2021	5,192,815	552,542		39,394	529,120

# NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 30 JUNE 2022

## 11. Tangible fixed assets (continued)

	Total £
Cost	
At 1 July 2021	8,175,295
Additions	1,395,499
Acquisition of subsidiary	91,749
Disposals	(1,037,238)
At 30 June 2022	8,625,305
Depreciation	
At 1 July 2021	1,861,424
Charge for the year on owned assets	415,321
Disposals	(1,036,633)
At 30 June 2022	1,240,112
Net book value	
At 30 June 2022	7,385,193
At 30 June 2021	6,313,871

# NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 30 JUNE 2022

## 11. Tangible fixed assets (continued)

## Company

Cost	Freehold property £	Fixtures and fittings	Office equipment £	Computer equipment £	Total £
At 1 July 2021	5,192,815				5,192,815
•	•				
Additions	506,278	357,492	116,706	149,259	1,129,735
At 30 June 2022	5,699,093	357,492	116,706	149,259	6,322,550
Depreciation					
Charge for the year on owned assets	39,835	2,481	155	-	42,471
At 30 June 2022	39,835	2,481	155	-	42,471
Net book value					
At 30 June 2022	5,659,258	355,011	116,551	149,259	6,280,079
At 30 June 2021	5,192,815		-	<u>-</u>	5,192,815

# NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 30 JUNE 2022

### 12. Fixed asset investments

Company

Investments in subsidiary companies £

Cost

At 1 July 2021 and 30 June 2022

11,402,773

## Subsidiary undertakings

The following were subsidiary undertakings of the company:

Name	Registered office	Principal activity	Class of shares	Holding
CAE Technology Holdings Limited	United Kingdom	Intermediate holding company	Ordinary	100%
Seckloe 194 Limited*	United Kingdom	Intermediate holding company	Ordinary	100%
CAE Technology Services Limited*	United Kingdom	Computer hardware and services	Ordinary	100%
CAE Communications Limited*	United Kingdom	Non-trading	Ordinary	100%
CAE Assets Limited*	United Kingdom	Intermediate holding company	Ordinary	100%
CAE Technology Services Inc.*	United States of America	Non-trading	Ordinary	100%
CAE Technology Services BV*	Netherlands	Non-trading	Ordinary	100%
Novus Networks Limited*	United Kingdom	Trading	Ordinary	100%
Novus Group Limited*	United Kingdom	Trading	Ordinary	100%
Novus Consultants Limited*	United Kingdom	Non-trading	Ordinary	100%

<sup>\*</sup> Shares held indirectly by Caerus Assets Limited.

# NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 30 JUNE 2022

### 13. Stocks

		oup 2022	Group 2021
,	T.	£	£
Raw materials and consumables	1,833,	070	2,424,728

The difference between purchase price or production cost of stocks and their replacement cost is not material.

#### 14. Debtors

		Group 2022 £	Group 2021 £	Company 2022 £	Company 2021 £
Trade debtors		21,217,902	15,533,179	-	-
Other debtors		5,341,513	2,716,837	-	338,284
Prepayments and accrued income		10,577,319	10,641,569	174,081	84,096
Deferred taxation	19	-	114,172	-	-
Financial instruments		500,044	50,573	-	-
		37,636,778	29,056,330	174,081	422,380
•					

All amounts are due within one year.

The impairment credit recognised in the administrative expenses in respect of bad and doubtful debts was £22,957 (2021: £27,935).

Financial instruments are the fair value amounts recognised on open foreign exchange contracts.

### 15. Cash and cash equivalents

	Group 2022 £	Group 2021 £	Company 2022 £	Company 2021 £
Cash at bank and in hand	4,857,575	7,510,097	12,755	72,970
Less: bank overdrafts	(225,353)	(213,105)	-	-
	4,632,222	7,296,992	12,755	72,970

# NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 30 JUNE 2022

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

	Group 2022 £	Group 2021 £	Company 2022 £	Company 2021 £
Other loans	1,944,813	-	1,944,813	-
Bank overdrafts	225,353	213,105	-	-
Bank loans	1,490,000	1,195,000	1,420,000	1,195,000
Loans repayable by instalments	1,941,191	1,769,983	-	-
Trade creditors	10,020,311	12,915,561	32,627	290,210
Amounts owed to group undertakings	-	-	8,843,895	7,140,178
Corporation tax	374,605	243,366	-	-
Other taxation and social security	1,639,123	3,016,073	460,012	-
Obligations under finance lease and hire purchase contracts	10,272	-	-	-
Other creditors	11,710,257	4,601,628	-	-
Accruals and deferred income	13,719,955	14,173,436	303,217	70,558
	43,075,880	38,128,152	13,004,564	8,695,946

Bank overdrafts are secured by a guarantee and right to set off across all of the subsidiaries within the Caerus Assets Limited group.

Included within other creditors is an amount of £2,253,031 (2021: £383,861) in amounts due within one year, which are in respect of financing arrangements which attract interest rates between 0 and 4.92% and expire between 2022 and 2027.

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

Group 2022 £	Group 2021 £	Company 2022 £	Company 2021 £
-	1,944,813	-	1,944,813
1,714,167	2,930,000	1,510,000	2,930,000
158,600	1,114,427	-	-
3,537,785	307,254	<u>.</u>	<u>-</u>
5,410,552	6,296,494	1,510,000	4,874,813
	2022 £ 1,714,167 158,600 3,537,785	2022 2021 £ £ 1,944,813 1,714,167 2,930,000 158,600 1,114,427 3,537,785 307,254	2022 2021 2022 £ £ £ - 1,944,813 - 1,714,167 2,930,000 1,510,000 158,600 1,114,427 - 3,537,785 307,254 -

Included within other creditors is an amount of £3,537,785 (2021: £307,254) in amounts due after more than one year, which are in respect of financing arrangements which attract interest rates between 0 and 4.92% and expire between 2022 and 2027.

# NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 30 JUNE 2022

#### 18. Loans

Analysis of the maturity of loans is given below:

	Group 2022 £	Group 2021 £	Company 2022 £	Company 2021 £
Amounts falling due within one year				
Bank loans	1,490,000	1,195,000	1,420,000	1,195,000
Loans repayable by instalments	1,941,191	1,769,983	-	-
Other loans	1,944,813	-	1,944,813	-
	5,376,004	2,964,983	3,364,813	1,195,000
Amounts falling due 1-2 years				
Bank loans	1,104,167	1,420,000	900,000	1,420,000
Loans repayable by instalments	158,600	1,114,427		-
	1,262,767	2,534,427	900,000	1,420,000
Amounts falling due 2-5 years				
Bank loans	610,000	1,510,000	610,000	1,510,000
Other loans	-	1,944,813	<u>-</u>	1,944,813
	610,000	3,454,813	610,000	3,454,813
	7,248,771	8,954,223	4,874,813	6,069,813

Bank loans are repayable quarterly until March 2025 and attract interest of between 2.45% - 4.10%.

Loans repayable by instalments represent a number of loan agreements which are on terms of 9 months to 36 months and attraction interest rates of up to 1.85%.

Other loans are repayable in May 2023 and attract interest at 5.00%.

# NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 30 JUNE 2022

### 19. Deferred taxation

G	ro	u	p

	2022 £	2021 £
At beginning of year Charged to profit or loss	114,172 (462,753)	5,200 108,972
At end of year	(348,581)	114,172
Company		
		2022 £
Charged to profit or loss		(460,855)
At end of year		(460,855)
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The deferred taxation balance is made up as follows:

	Group 2022 £	Group 2021 £	Company 2022 £
Fixed asset timing differences	(484,012)	(29,050)	(460,855)
Short term timing differences	135,431	143,222	-
	(348,581)	114,172	(460,855)

#### 20. Provisions

Group

	Dilapidation provision £
At 1 July 2021	527,638
Utilised in year	(34,147)
At 30 June 2022	493,491

Provisions for dilapidation costs have been accrued in respect of operating leasehold property expiring between 2021 and 2024. The provision is expected to be utilised over the term of the leases.

### NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 30 JUNE 2022

### 21. Share capital

2022 £	2021 £
Allotted, called up and fully paid	~
3,634 A Ordinary shares of £1 each 3,634	3,634
3,133 B Ordinary shares of £1 each 3,133	3,133
<del></del>	
6,767	6,767

### **A Ordinary**

The shares have attached to them full voting, dividend and capital distribution (including on winding up) rights; they do not confer any rights of redemption.

### **B** Ordinary

The shares have attached to them full voting, dividend and capital distribution (including on winding up) rights; they do not confer any rights of redemption.

### 22. Reserves

### Share premium account

The amount by which the amount received exceeds the share capital's nominal value.

### Profit and loss account

Cumulative net gains and losses recognised in the statement of comprehensive income

### Share capital

The nominal value of allotted and fully paid up ordinary share capital.

# NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 30 JUNE 2022

### 23. Business combinations

On 27 October 2021, the group acquired 100% of the share capital of Novus Group, a group of companies including Novus Group Limited, Novus Networks Limited and Novus Consultants Limited.

In calculating the goodwill arising on aquisition, the fair value of the net assets of the above companies have been assessed. The company has used the acquisition method of accounting. There was no change in book value compared to the fair value.

### **Acquisition of Novus Group Limited**

### Recognised amounts of identifiable assets acquired and liabilities assumed

· · · · · · · · · · · · · · · · · · ·	Fair value £
Fixed Assets	
Tangible	91,749
	91,749
Current Assets	
Stocks	36,726
Debtors	612,627
Cash at bank and in hand	837,188
Total Assets	1,578,290
Creditors	
Due within one year	1,147,659)
Deferred taxation	(12,109)
Total Identifiable net assets	418,522
Goodwill	667,093
Total purchase consideration	1,085,615
Consideration	
	£
Cash	1,036,065
Directly attributable costs	49,550
Total purchase consideration	1,085,615

### NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 30 JUNE 2022

### 23. Business combinations (continued)

#### Cash outflow on acquisition

	~
Purchase consideration settled in cash, as above	1,036,065
Directly attributable costs	49,550
•	1,085,615
Less: Cash and cash equivalents acquired	(837,188)
Net cash outflow on acquisition	248,427

The goodwill arising on acquisition is attributable to the consideration paid above the book value of assets at the date of acquisition. Goodwill is amortised using the straight line method over 10 years.

The consolidated results of Novus Group Limited since acquisition are as follows:

	Current period since acquisition £
Turnover	1,672,428
(Loss) for the period since acquisition	(33,936)

### 24. Pension commitments

The group operates a defined contributions pension scheme. The assets of the scheme are held separately from those of the group in an independently administered fund. The pension cost charge represents contributions payable by the group to the fund and amounted to £575,963 (2021: £528,848). Amounts due at the year end in respect of unpaid pension contributions were £126,589 (2021: £105,285).

### 25. Commitments under operating leases

At 30 June 2022 the group had future minimum lease payments due under non-cancellable operating leases for each of the following periods:

	Group 2022 £	Group 2021 £
Not later than 1 year	503,685	258,171
Later than 1 year and not later than 5 years	1,264,133	97,540
	1,767,818	355,711
The company had no lease commitments.	<del></del>	

# NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 30 JUNE 2022

### 26. Related party transactions

The company has taken advantage of the exemptions available to group undertakings under FRS102 by not disclosing transactions with wholly owned entities of the Caerus Assets Limited group.

There were no related party transactions in 2022 or 2021.

### 27. Controlling party

The controlling parties of the Company are Justin Harling and Richard Behan, who own more than 20% of the shares of Caerus Assets Limited.