TAVISTOCK ESTATE PLANNING SERVICES LIMITED

ANNUAL REPORT AND FINANCIAL STATEMENTS

FOR THE YEAR ENDED 31 MARCH 2022

Company number: 11581311

TAVISTOCK ESTATE PLANNING SERVICES LIMITED

COMPANY INFORMATION

Directors	OCH Cooke	(resigned 25 November 2022)
	BK Raven	
	M Harper	
	J Rager	(appointed 25 November 2022)
Registered number	11581311	
Registered office	1 Queen's Square Ascot Business Park Lyndhurst Road Ascot Berkshire SL5 9FE	
Independent auditors	Crowe U.K. LLP 2nd floor 55 Ludgate Hill London EC4M 7JW	

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STRATEGIC REPORT
FOR THE YEAR ENDED 31 MARCH 2022

Introduction

The Directors present their Strategic report and the financial statements for the year ended 31 March 2022.

Business review

The main activity of the Company during the year under review was the provision of will and lasting power of attorney documents. In its third year of trading the Company earned revenues of £101,396 (2021: £73,763).

Principal risks and uncertainties

The Board of the Company's parent, Tavistock Investments Plc, is responsible for establishing systems of internal control over the Group's businesses and for embedding a culture that places the client at the heart of the Group's activities. The Board works closely with the Group's compliance and risk management team to ensure that the systems of internal control and the management of risk are operating effectively.

The Group's systems focus on the key areas of operational risk, strategic risk, financial risk and regulatory risk.

A full strategic review of the principal risks and uncertainties facing the Group is available in Tavistock Investments Plc's consolidated accounts.

Going Concern

The Company has sufficient working capital for the foreseeable future. The company has sufficient reserves, along with a cash balance of £114k.

I am pleased to report that the Board remains confident that the Group will now continue to trade profitably at the pre-tax level and as a consequence, with the ongoing support of its parent company the going concern assumption continues to be the appropriate basis on which to prepare the Company's accounts.

Key performance indicators

The key performance indicators that are reviewed by the Directors of the Group on a regular basis are; the levels of new business and recurring income, the level of clients' assets under advice, operating profit and the number of customer complaints received.

Future developments

The business is an integral part of the Tavistock Group and the Directors believe that this will provide opportunities for further growth and improvements in the service offered to its customers.

This report was approved by the board on 07 December 2022 and signed on its behalf.

J Rager
Director

DIRECTORS' REPORT
FOR THE YEAR ENDED 31 MARCH 2022

The Directors present their report and the financial statements for the year ended 31 March 2022.

Principal activity

The main activity of the Company during the year under review was the provision of will and lasting power of attorney documents.

Business review

In the Company's third year of business it generated revenues of £101,396 (2021: £73,763) from the provision of wills and lasting power of attorney documents.

Directors' responsibilities statement

The Directors are responsible for preparing the Strategic Report, the Directors' Report and the financial statements in accordance with applicable law and regulations.

Company law requires the Directors to prepare financial statements for each financial year. Under that law the Directors have elected to prepare the financial statements in accordance with applicable law and United Kingdom Generally Accepted Accounting Practice, including Financial Reporting Standard 101 Reduced Disclosure Framework ("FRS 101"). Under company law the Directors must not approve the financial statements unless they are satisfied that they give a true and fair view of the state of affairs of the Company and of the profit or loss of the Company for that period.

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

- select suitable accounting policies for the Company's financial statements and then apply them consistently;
- make judgements and accounting estimates that are reasonable and prudent;
- state whether applicable FRS 101 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 Company's transactions and disclose with reasonable accuracy at any time the financial position of the Company 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 hence for taking reasonable steps for the prevention and detection of fraud and other irregularities.

Directors

The Directors who served during the year and up to the date of this report were:
OCH Cooke (resigned 25 November 2022)
M Harper
BK Raven
J Rager (appointed 25 November 2022)

Political Donations

The Company did not make any political donations in the year (2021: £Nil).

Disclosure of information to auditors

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's auditors are 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's auditors are aware of that information.

Auditors

The auditors, Crowe U.K. LLP, will be proposed for reappointment in accordance with section 485 of the Companies Act 2006.

Small companies note

In preparing this report, the Directors have taken advantage of the small companies exemptions provided by section 415A of the Companies Act 2006.

Principal risks and uncertainties

The Board of the Company's parent, Tavistock Investments Plc, is responsible for establishing systems of internal control over the Group's businesses and for embedding a culture that places the client at the heart of the Group's activities. The Board works closely with the Group's compliance and risk management team to ensure that the systems of internal control and the management of risk are operating effectively.

The Group's systems focus on the key areas of operational risk, strategic risk, financial risk and regulatory risk.

A full strategic review of the principal risks and uncertainties facing the Group is available in Tavistock Investments Plc's consolidated accounts.

This report was approved by the board on 07 December 2022 and signed on its behalf.

J Rager
Director

INDEPENDENT AUDITOR'S REPORT TO THE MEMBERS OF TAVISTOCK ESTATE PLANNING SERVICES LIMITED

Opinion

We have audited the financial statements of Tavistock Estate Planning Services Limited for the year ended 31 March 2022 which comprise a Statement of Comprehensive Income, Statement of Financial Position, Statement of Changes in Equity 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 Financial Reporting Standard 101 The Financial Reporting Standard applicable in the UK and Republic of Ireland (United Kingdom Generally Accepted Accounting Practice).

In our opinion, the financial statements:

- give a true and fair view of the state of the Company's affairs as at 31 March 2022 and of its profit for the year then ended;
- have been properly prepared in accordance with United Kingdom Generally Accepted Accounting Practice;
- 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 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 directors are responsible for the other information contained within the annual report. The other information comprises the information included in the annual report, other than the financial statements and our auditor's report thereon. Our opinion on the financial statements does not cover the other information and, except to the extent otherwise explicitly stated in our report, we do not express any form of assurance conclusion thereon.

Our responsibility is to read the other information and, in doing so, consider whether the other information is materially inconsistent with the financial statements or our knowledge obtained in the audit or otherwise appears to be materially misstated. If we identify such material inconsistencies or apparent material misstatements, we are required to determine whether 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 TO THE MEMBERS OF TAVISTOCK ESTATE PLANNING SERVICES LIMITED (continued)

Opinion on other matter 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 company and its environment obtained in the course of the audit, we have not identified material misstatements in the strategic report or the directors' report.
We have nothing to report in respect of the following matters in relation to which the Companies Act 2006 requires us to report to you if, in our opinion:

- adequate accounting records have not been kept by the company, or returns adequate for our audit have not been received from branches not visited by us; or
- the 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 2, the directors are responsible for the preparation of the financial statements and for being satisfied that they give a true and fair view, and for such internal control as the directors determine is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

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

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.

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 obtained an understanding of the legal and regulatory frameworks within which the Company operates. We also considered and obtained an understanding of the U.K. legal and regulatory framework which we considered in this context were the Companies Act 2006 and U.K. taxation legislation.

INDEPENDENT AUDITOR'S REPORT TO THE MEMBERS OF TAVISTOCK ESTATE PLANNING SERVICES LIMITED (continued)

We identified the greatest risk of material impact on the financial statements from irregularities, including fraud, to be the override of controls by management. Our audit procedures to respond to these risks included enquiries of management about their own identification and assessment of the risks of irregularities, sample testing on the posting of journals and reviewing accounting estimates for biases including agreeing to supporting evidence where appropriate.

Owing to the inherent limitations of an audit, there is an unavoidable risk that we may not have detected some material misstatements in the financial statements, even though we have properly planned and performed our audit in accordance with auditing standards. We are not responsible for preventing non-compliance and cannot be expected to detect non-compliance with all laws and regulations.

These inherent limitations are particularly significant in the case of misstatement resulting from fraud as this may involve sophisticated schemes designed to avoid detection, including deliberate failure to record transactions, collusion or the provision of intentional misrepresentations.

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

Use of our report

This report is made solely to the company's members, as a body, in accordance with Chapter 3 of Part 16 of the Companies Act 2006. Our audit work has been undertaken so that we might state to the company's members those matters we are required to state to them in an auditor's report and for no other purpose. To the fullest extent permitted by law, we do not accept or assume responsibility to anyone other than the company and the company's members as a body, for our audit work, for this report, or for the opinions we have formed.

John Glasby
Senior Statutory Auditor
For and on behalf of
Crowe U.K. LLP
Statutory Auditor
55 Ludgate Hill
London
EC4M 7JW

8 December 2022

STATEMENT OF COMPREHENSIVE INCOME
FOR THE YEAR ENDED 31 MARCH 2022

	Note	Year ended 31 March 2022 £	Year ended 31 March 2021 £
Revenue	4	101,396	73,763
Cost of sales		(42,735)	(33,633)
Gross profit		**58,661**	**40,130**
Administrative expenses		(40,285)	(29,449)
Profit from Operations		18,376	10,681
Interest payable and expenses	5	(13)	(201)
Profit before taxation		**18,363**	**10,480**
Tax charge on profit	8	-	-
Profit for the financial year		**18,363**	**10,480**

There was no other comprehensive income for 2022 (2021: £NIL).

The notes on pages 10 to 16 form part of these financial statements.

STATEMENT OF FINANCIAL POSITION
AS AT 31 MARCH 2022

Company number: 11581311

	Note	31 March 2022		31 March 2021	
		£	£	£	£
Current assets					
Debtors: amounts falling due within one year	9	108,546		125,938	
Cash at bank and in hand	10	113,918		32,714	
Total assets		222,464		158,652	
Creditors: amounts falling due within one year	11	(148,766)		(103,317)	
Net current assets			73,698		55,335
Total assets less current liabilities			73,698		55,335
Net assets			**73,698**		**55,335**
Capital and reserves					
Called up share capital	13		100		100
Profit and loss account	14		73,598		55,235
			73,698		**55,335**

The financial statements were approved and authorised for issue by the board and were signed on its behalf on 07 December 2022.

J Rager
Director

The notes on pages 10 to 16 form part of these financial statements.

STATEMENT OF CHANGES IN EQUITY
FOR THE YEAR ENDED 31 MARCH 2022

	Called up share capital	Profit and loss account	Total Equity
	£	£	£
At 1 April 2020	**100**	**44,755**	**44,855**
Profit for the year	-	10,480	10,480
At 1 April 2021	**100**	**55,235**	**55,335**
Profit for the year	-	18,363	18,363
At 31 March 2022	**100**	**73,598**	**73,698**

The notes on pages 10 to 16 form part of these financial statements.

1. General information

Tavistock Estate Planning Services Limited (the "Company") is a private company limited by shares and is incorporated in England. The address of its registered office is 1 Queen's Square, Ascot Business Park, Lyndhurst Road, Ascot, Berkshire, SL5 9FE.

2. Accounting policies

2.1 Basis of preparation of financial statements

The financial statements have been prepared under the historical cost convention as modified by the revaluation of Tangible Assets and in accordance with United Kingdom Generally Accepted Accounting Practice, including Financial Reporting Standard 101 Reduced Disclosure Framework ("FRS 101") and the Companies Act 2006.

The preparation of financial statements in compliance with FRS 101 Reduced Disclosure Framework requires the use of certain critical accounting estimates. It also requires management to exercise judgement in applying the Company's accounting policies (see Note 3).

The Company has taken advantage of the following disclosure exemptions in preparing these financial statements, as permitted by FRS 101:

- IAS 1 Presentation of Financial Statements
- IAS 7 Statement of Cash Flows
- IAS 8 Accounting Policies, Changes in Accounting Estimates and Errors
- IAS 24 Related Party Disclosures

The information is included in the consolidated financial statements of Tavistock Investments Plc as at 31 March 2022. Copies of the latest financial statements of that Company are available from its registered office or from Companies House.

The following principal accounting policies have been applied:

2.2 Going concern

The Company has sufficient working capital for the foreseeable future. The company has sufficient reserves, along with a cash balance of £114k.

The Directors are of the opinion that the Company has sufficient working capital for the foreseeable future. On this basis, and with the impact of COVID-19 fully considered, the Directors consider it appropriate that the accounts have been prepared on a going concern basis.

2.3 Revenue

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

Rendering of services

Revenue from a contract to provide services is recognised in the period in which the services are provided in accordance with the stage of completion of the contract when all of the following conditions are satisfied:

2.3.1 the amount of revenue can be measured reliably; and
2.3.2 it is probable that the Company will receive the consideration due under the contract.

All revenues arise over time and are received in arrears, none are linked to subsequent performance obligations.

2.4 Finance costs

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

2. Accounting policies (continued)

2.5 Current taxation

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

The current income tax charge is calculated on the basis of tax rates and laws that have been enacted or substantively enacted by the reporting date in the countries where the Company operates and generates income.

2.6 Debtors

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

2.7 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.

2.8 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.

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

The preparation of financial statements requires management to make estimates and judgements that affect the reported amounts of assets and liabilities as well as the disclosure of contingent assets and liabilities at the year-end date and the reported amounts of revenues and expenses during the reporting period.

Estimates and judgements are continually evaluated and are based on historical experience and other factors, including expectations of future events that are believed to be reasonable under the circumstances.

Critical accounting judgements

The Directors do not believe the Company has any critical accounting judgements in producing these financial statements.

Key sources of estimation uncertainty

The Directors consider the following to be key sources of estimation uncertainty:

Measurement of the recoverable amount of trade debtors

A provision for impairment of trade debtors is established when there is no objective evidence that the Company will be able to collect all amounts due according to the original terms. The Company considers factors such as default or delinquency in payment, significant financial difficulties of the debtor and the probability that the debtor will enter bankruptcy in deciding whether the trade receivable is impaired.

Measurement of complaints and claw-back provisions

Where complaints have been received the Directors make an estimate on a case by case basis in determining the level of provision required. The Directors consider the recoverability of redress from the Adviser and apply an overall estimate based on past experience.

NOTES TO THE FINANCIAL STATEMENTS (continued)
FOR YEAR ENDED 31 MARCH 2022

4. Revenue

An analysis of revenue by class of business is as follows:

	2022 £	2021 £
Advisory fees	101,396	73,763
	101,396	73,763

All revenue arose within the United Kingdom.

5. Interest payable and similar expenses

	2022 £	2021 £
Interest payable and similar expenses	13	201
	13	201

6. Auditors' remuneration

	2022 £	2021 £
Fees payable to the Company's auditor for the:		
Audit of its financial statements	3,000	3,000
Taxation Compliance Services	600	600
	3,600	3,600

In the current financial year all audit costs have been recognised in the Company's Parent, Tavistock Investments Plc.

7. Staff Costs

	2022 £	2021 £
Wages and salaries	25,901	21,505
Social security costs	2,186	1,713
Cost of defined contribution scheme	854	767
	28,941	23,985

All staff are employed by the Company's Parent, Tavistock Investments Plc, and a total of £28,941 (2021:£23,985) has been recharged for staff time in relation to the Company.

7. Staff Costs (continued)

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

	2022 No	2021 No
Operations	1	1
	1	1

8. Taxation

Factors affective tax charge for the year

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

	2022 £	2021 £
Total Profit on ordinary activities before tax	**18,363**	**10,480**
Profit on ordinary activities at the standard rate of corporation tax in the UK of 19% (2021: 19%)	3,489	1,991
Effects of:		
Expenses not deductible for tax purposes	94	-
Group relief	(3,583)	(1,991)
Tax charge for the year	-	-

9. Debtors

	2022 £	2021 £
Trade debtors	464	-
Other debtors	8,578	-
Prepayments and accrued income	1,216	-
Amounts owed by group undertakings	98,288	125,938
	108,546	125,938

10. Cash and cash equivalents

	2022 £	2021 £
Cash and cash equivalents	113,918	32,714
	113,918	32,714

11. Creditors: Amounts falling due within one year

	2022 £	2021 £
Trade creditors	-	634
Accruals	464	321
Amounts owed to group undertakings	142,222	98,681
VAT liability	6,080	3,681
	148,766	103,317

12. Financial Risk Management

The Company is exposed to risks that arise from its use of financial instruments. These financial instruments are within the current assets and current liabilities shown on the face of the statement of financial position and comprise the following:

Credit risk
The Company is exposed to credit risk primarily on its trade debtors, which are spread over a range of advisers. Debtors are broken down as follows:

	2022	2021
Loans, accrued income and receivables	£	£
Trade debtors	464	-
Other debtors	8,578	-
Accrued income	1,216	-
Amounts owed by group undertakings	98,288	125,938
	108,546	125,938

The table below illustrates the due date of trade debtors:

	2022 £	2021 £
Current	50	-
31 – 60 days	50	-
61 – 90 days	-	-
91 – 120 days	50	-
121 and over	314	-
	464	-

Liquidity risk
Liquidity risk arises from the Company's management of working capital and the finance charges and repayments of its liabilities.

The Company's policy is to ensure that it will have sufficient cash to allow it to meet its liabilities when they become due and so cash holdings may be high during certain periods throughout the year.

The Company currently has no bank borrowing or overdraft facilities.

12. Financial Risk Management (continued)

Cash at bank and cash equivalents

	2022 £	2021 £
At the year end the Company had the following cash balances:	113,918	32,714
	113,918	32,714

All monetary assets and liabilities within the Company are denominated in the functional currency of the operating unit in which they are held. All amounts stated at carrying value equate to fair value.

	2022 £	2021 £
Financial liabilities at amortised cost		
Trade creditors	-	634
Accruals	464	321
Amounts owed to group undertakings	142,222	98,681
	142,686	99,636

The table below illustrates the ageing of trade creditors:

	2022 £	2021 £
Current	-	634
31 – 60 days	-	-
61 – 90 days	-	-
91 – 120 days	-	-
121 and over	-	-
	-	634

Capital Disclosures and Risk Management
The Company's management define capital as the Company's equity share capital and reserves.

The Company has a requirement to maintain a minimal level of regulatory capital and should additional capital be required management ensure that this is raised in a timely manner.

The Company's objective when maintaining capital is to safeguard its ability to continue as a going concern, so that in due course it can provide returns for shareholders and benefits for other stakeholders.

The Company manages its capital structure and makes adjustments to it in the light of changes in the business and in economic conditions. In order to maintain or adjust the capital structure, the Company may from time to time issue new shares, based on working capital and product development requirements and current and future expectations of the Company's share price.

The Company monitors both its operating and overall working capital with reference to key ratios such as gearing and regulatory capital requirements.

Share capital is used to raise cash and as direct payments to third parties for assets or services acquired.

12. Financial Risk Management (continued)

Interest rate risk
Interest rate risk is the risk that the value of financial instruments will fluctuate due to changes in market interest rates. The Company considers the interest rates available when deciding where to place cash balances. The Company has no material exposure to interest rate risk.

13. Share capital

Allotted, called up and fully paid

	2022 £	2021 £
100 Ordinary A shares of £1.00 each	100	100
	100	100

14. Reserves

Profit and loss account

The profit and loss account represents retained earnings less dividends and other applicable movements to the date of reporting.

15. Controlling party

As at 31 March 2022, the ultimate parent undertaking of the Company was Tavistock Investments Plc. There is no single controlling party of Tavistock Investments Plc. Copies of the latest financial statements of that Company are available from its registered office or from Companies House.

16. Events after reporting date

There have been no significant events affecting the Company since the end of the financial year.