

Parent Company accounts for:

ALEXANDER POLLOCK LIMITED

Co.No. SC047145

Taking audit exemption (Page 39)

Acorn Mobility Services Limited

Registered number: 02593771

Annual report and consolidated financial statements

For the year ended 30 September 2020



ACORN MOBILITY SERVICES LIMITED

COMPANY INFORMATION

Directors	J S Jakes N Wilson J Richardson P Bethell K Gledhill M J Oldham (Non Executive)
Registered number	02593771
Registered office	Telecom House Millennium Business Park Station Road, Steeton Bradford West Yorkshire BD20 6RB
Independent auditor	Mazars LLP Chartered Accountants & Statutory Auditor 5th Floor 3 Wellington Place Leeds LS1 4AP
Bankers	Lloyds Banking Group plc 2nd Floor Lisbon House 116 Wellington Street Leeds West Yorkshire LS1 4LT
Solicitors	Squire Patton Boggs (UK) LLP 6 Wellington Place Leeds West Yorkshire LS3 4AP

ACORN MOBILITY SERVICES LIMITED

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ACORN MOBILITY SERVICES LIMITED

GROUP STRATEGIC REPORT FOR THE YEAR ENDED 30 SEPTEMBER 2020

Introduction

The directors present their Group Strategic Report for the year ended 30 September 2020 for Acorn Mobility Services Limited and its subsidiaries ("Acorn").

Business review

The Group continued its principal activities throughout the current year. The principal activities continue to be the manufacturing, sales, installation and servicing of stairlifts.

As a major organisation in global stairlift manufacture, we put product quality and customer care at the forefront of our corporate values. Our stairlift products enable the elderly and those with restricted mobility to remain in their homes for longer and thereby retain the comfort of familiar surroundings. Our mission at Acorn is to develop the Acorn brand across the globe.

Key performance indicators

Management use a range of performance measures to monitor and manage the business. The performance measures are split into financial and non-financial key performance indicators as set out below.

	2020	2019
Turnover ('000)	£230,583	£241,070
Non UK turnover by country of destination (%)	71.1%	71.5%
Gross profit ('000)	£163,913	£164,613
Gross profit margin (%)	71.1%	68.3%
Operating profit ('000)	£44,885	£27,716
Operating profit margin (%)	19.5%	11.5%
Cash inflow from operating activities ('000)	£40,545	£29,506
Employees	1,460	1,588

Development and financial performance during the year

The 2020 financial year has been challenging but also positive in terms of reassessing core business strategies. COVID-19 has challenged all of our global markets, but as a Group the impact has been short lived.

Initially COVID-19 and the resulting lockdowns had a detrimental impact on the Group's turnover. As a business, we responded by reviewing all key strategies and ensuring effective cost control. Revenue recovered, although not in excess of the prior year. Strong profits, ahead of expectations were achieved, due to an improved marketing strategy and restructuring throughout the business, resulting in a more streamlined, profitable business ready for the next stage of growth.

As reported in the Consolidated Statement of Comprehensive Income, Group revenue has decreased by 4.4% from £241.1m to £230.6m.

Despite the shortfall in revenue, efficiencies have been achieved throughout the business. This can be evidenced by an increase in overall profit margins. Gross profit margin is 71.1% compared to 68.3% in the prior year. Operating profit has also increased from £27.7m to £44.9m and the operating margin has increased from 11.5% to 19.5%. As detailed above, operational efficiencies have been achieved via improved marketing strategy, cost control and the dedication of all our employees.

ACORN MOBILITY SERVICES LIMITED

GROUP STRATEGIC REPORT (CONTINUED) FOR THE YEAR ENDED 30 SEPTEMBER 2020

Financial position at the reporting date

Total net assets have increased from £15.1m to £22.6m. Dividends have increased from £23.8m to £26.6m.

There has been very positive cash movement. Net cash movements from operating activities are £40.5m versus £29.5m in the prior year. This reflects both improved operating profit performance in the year and an increase in deferred income.

Following a detailed review of operating efficiencies within the business the Group average headcount decreased from 1,588 to 1,460.

Future developments

The Board will continue to target ambitious sales growth, setting stretching budgets for existing operating units. The Group continues to reinvest in the business and pursue improvements in market share and in entering new geographic markets. This growth will be carefully managed so as to maintain gross margins and operating profit. Regional comparison and benchmarking will continue so as to promote best practice.

Research and development

The Group continues to invest in research and development working together with key suppliers to continuously improve and develop the comfort, safety and functionality of its products. During the year £25,000 (2019: £19,203) was spent directly on research and development projects and on securing and supporting licences, patents and intellectual property.

Principal risks and uncertainties

The Board of Directors connect regularly and review the principal risks facing the business liaising with the operating entities each of which have carefully chosen management with specific industry knowledge.

The principal risks and uncertainties facing the Group are as follows:

The impact of COVID-19 Coronavirus

Throughout the pandemic, Acorn continued to operate in order to service and protect the ongoing needs of customers.

As described, initially COVID-19 did have a significant impact on the Group's overall turnover and profitability. This impact was temporary. The business reacted and the recovery achieved was above forecast profitability.

Given the Group had significant cash of £19.9m, net assets of £22.6m and no bank debt as at 30 September 2020, which remains the case today, the directors consider the Group and Company are well placed to manage any ongoing risks associated with COVID 19 Coronavirus.

ACORN MOBILITY SERVICES LIMITED

GROUP STRATEGIC REPORT (CONTINUED) FOR THE YEAR ENDED 30 SEPTEMBER 2020

Brexit risk

Following UK's exit from the European Union, Brexit did not have a significant impact on the business. For this reason, and the reasons set out below, the Directors do not consider any ongoing Brexit considerations to be a significant risk to the business.

The Group does not consider itself to be significantly exposed to the risk of the loss of key staff. There is currently limited reliance on migrant labour from other EU member states within the UK. Given the Group's presence across Europe there are already sufficient key staff located at our European operations.

The Group has increased stock levels within Europe. The Group has supply chains that are sourced from both within the EU and outside the EU.

A further risk is foreign exchange rate risk and the possible impact on sterling. This is mitigated by the Group generating non sterling surpluses protecting against any future adverse exchange rate movements (see Foreign Exchange Risk statement below).

Market risk

The key market risks relate to economic slow down and competitive market pricing. To protect against these risks the Group operates in as wide a geographic coverage around the world as is possible so ensuring that this diversification of markets insulates from specific economic conditions in any particular market.

Our people are passionate about customer care and product quality. Procedures are in place to keep product costs contained to maintain optimal efficiency in each market and to ensure the business' ability to remain competitive at all times. Return of investment over marketing spend is closely monitored across all business operations to ensure value for money.

Operational risk

As the global business enjoys rapid growth, the key operational challenge is to ensure that our supply chains are able to cope and that the Group maintains compliance with local market requirements. Strong and integrated inventory management systems and regular forecasting shared with key suppliers ensures that the entire supply chain from factory through to install are aware of and able to respond to the growth requirements. Specific resource is committed to establishing and auditing legal, financial and operational compliance in all markets and that products have appropriate certifications and licences. Key product certifications secured are ISO 9386 2:200 (Worldwide), BS EN 81 40 (European), ISO 9386 2:2000 (British), ASME A18.1:2010 & A17.5:2007 (N America).

Foreign exchange risk

The Group generates non sterling surpluses and manages, where it can, its foreign currency exposure primarily by negotiating currency matches with its key supply partners that have USD and Euro outflows.

Financial risk

Financial risks are managed through strict internal management controls, accurate and timely management information and KPI reporting.

ACORN MOBILITY SERVICES LIMITED

GROUP STRATEGIC REPORT (CONTINUED) FOR THE YEAR ENDED 30 SEPTEMBER 2020

Directors' Statement of Compliance with duty to promote the success of the Company

The Directors consider that for the year ended 30 September 2020 they have acted in good faith, in order to promote the success of the company, both in the short term and long term, for the benefit of all the company's stakeholders, by giving specific regard to a range of matters set out in Section 172(1) as listed below:

- a) The likely consequences of any decision in the long term;
- b) The interests of the Company's employees
- c) The need to foster the Company's business relationships with suppliers, customers and others;
- d) The impact of the Company's operations on the community and the environment;
- e) The desirability of the Company maintaining a reputation for high standards of business conduct; and
- f) The need to act fairly as between stakeholders of the Company.

The directors make decisions by taking their legal duty into account and also the priorities and requirements of the stakeholders.

(a) The likely consequences of any decision in the long term

The directors take a multi perspective view with regards to the consequences of their decision making and business strategies, whilst also retaining a high level of regard for the company values, culture and our wider community.

The Group prioritises investments in its products, employees and company facilities. Consistent strong and sustainable results also translates into dividends.

(b) The interests of the Company's employees

The Group's mission is to invest in its people and ensure the highest standards of training and development for all employees. We recognise high performance through reward and recognition. On 1st April Kate Gledhill was appointed as Group Human Resources Director in order to promote the Company values, culture and employee engagement.

(c) The need to foster the Company's business relationships with suppliers, customers and others;

We put customer care and product quality at the forefront of our corporate values. We strive to achieve the highest standards of customer care and service through next day installation, ongoing after care and priority attention 365 days a year.

Our suppliers are fundamental to the quality of our product. We ensure that our preferred suppliers support our business goals and objectives for growth. Prompt supplier payment practices are followed.

(d) The impact of the Company's operations on the community and the environment;

We are proud to be part of the local and wider communities. We support various local charity run hospices and demonstrate our commitment through charity fund raising events and donation of stairlifts to those in palliative care.

We work closely with local colleges to provide apprenticeships and internships which lead to routes into employment.

(e) The desirability of the Company maintaining a reputation for high standards of business conduct

Our mission is to be the best stairlift provider in the world. In order to achieve this our values include Integrity: acting responsibly and honestly to deliver on our promises and Ambition: taking pride in all we do and striving to improve.

All new employees receive induction training promoting our Company values. All employees have access to our Procedures and Codes of Conduct and understand the requirement to comply with the Company's high standards of business conduct at all times.

ACORN MOBILITY SERVICES LIMITED

**GROUP STRATEGIC REPORT (CONTINUED)
FOR THE YEAR ENDED 30 SEPTEMBER 2020**

(f) The need to act fairly as between stakeholders of the Company

Our values include Unity: working together as one team. We actively promote collaboration between company departments and global subsidiaries.

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


J Richardson (Jun 29, 2021 16:36 GMT+1)

J Richardson
Director

Date: Jun 29, 2021

ACORN MOBILITY SERVICES LIMITED

DIRECTORS' REPORT FOR THE YEAR ENDED 30 SEPTEMBER 2020

The directors present their report and the financial statements for the year ended 30 September 2020.

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's financial statements and then apply them consistently;
- make judgments 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 Group'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.

Results and dividends

The profit for the year, after taxation, amounted to £34,730,287 (2019 - £23,059,274).

Dividends declared in the year totalled £26,581,296 (2019 - £23,804,865).

Directors

The directors who served during the year were:

J S Jakes
N Wilson
J Richardson
P Bethell
K Gledhill (appointed 1 April 2020)
M J Oldham (Non Executive)

ACORN MOBILITY SERVICES LIMITED

**DIRECTORS' REPORT (CONTINUED)
FOR THE YEAR ENDED 30 SEPTEMBER 2020**

Going concern

The Group's forecasts and projections, taking into account reasonable possible changes in trading performance and considering the ongoing impact of COVID 19, show that the Group should trade profitably in future years. In particular, the Group has a significant level of financial resources, and no bank debt or other financial liability with any restrictive or financial covenant. Given the nature of the business there is no significant credit risk exposure to any single counterparty.

As a consequence, the Directors believe that the Group is well placed in its sector to manage its business risks successfully, to have the expectation that the Group has adequate resources to continue trading successfully, and to fully comply with its regulatory requirements for the foreseeable future. Consequently, the Directors continue to adopt the going concern basis in preparing these financial statements.

Employee involvement

Acorn Mobility Services Limited is an Investor in People, successfully retaining this important accreditation at the 3 year review in February 2019 and regularly communicates with its employees about how the business is performing via various methods. Two way communication is encouraged through one to one meetings, team meetings and through the Performance Development process. The business has a web based extranet company briefing system that is accessible to all staff around the world.

Disabled employees

Acorn Mobility Services Limited is an Equal Opportunities Employer and is committed to treating job applicants and employees equally, irrespective of colour, creed, race, nationality or ethnic origin, sex, marital status, disability or age.

Qualifying third party indemnity provisions

The Group had Directors' and Officers' insurance in place throughout the period.

ACORN MOBILITY SERVICES LIMITED

DIRECTORS' REPORT (CONTINUED) FOR THE YEAR ENDED 30 SEPTEMBER 2020

Energy and Carbon Reporting

The Company is required to report the emissions and energy consumption for the year ended 30 September 2020.

Utility and Scope	2019/20 UK Consumption (kWh)
Grid-Supplied Electricity (Scope 2)	718,799
Gaseous and other fuels (Scope 1)	279,086
Transportation (Scope 1)	5,780,104
Total	6,777,989
Utility and Scope	2019/20 UK Consumption (tCO ₂ e)
Grid-Supplied Electricity (Scope 2)	168
Gaseous and other fuels (Scope 1)	51
Transportation (Scope 1)	1,391
Total	1,610
Intensity Metric	2019/20 UK Intensity Metric
tCO ₂ e / £m	7.0
tCO ₂ e / FTE	1.1

Energy efficiency actions taken during the reporting year include the installation of EV charging points, changes in logistics strategy and the introduction of a real-time tracking system which uses energy efficiency to inform driver behaviour in real-time. Benefits are MPG reductions and reduced fuel costs. The Company is also working with Leeds council trialing an electric van.

Matters covered in the strategic report

In accordance with s.414C(11) of Companies Act 2006 and as permitted by paragraph 1A of schedule 7 to the Large and Medium-sized Companies and Groups (Accounts and Reports) Regulation 2008, certain matters which are required to be disclosed in the Directors Report have been omitted as they are included within the Strategic Report on Page 1 to 5. These matters relate to Risks and Future Developments.

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.

Post balance sheet events

After the year end dividends totalling £28,391,834 were declared.


ACORN MOBILITY SERVICES LIMITED

**DIRECTORS' REPORT (CONTINUED)
FOR THE YEAR ENDED 30 SEPTEMBER 2020**

Auditor

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

This report was approved by the board on Jun 29, 2021 and signed on its behalf.


J Richardson (Jun 29, 2021 16:36 GMT+1)

J Richardson
Director

ACORN MOBILITY SERVICES LIMITED

INDEPENDENT AUDITOR'S REPORT TO THE MEMBERS OF ACORN MOBILITY SERVICES LIMITED

Opinion

We have audited the consolidated financial statements of Acorn Mobility Services Limited (the 'Parent Company') and its subsidiaries (the 'Group') for the year ended 30 September 2020 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 notes to the financial statements, including a summary of significant accounting policies. The financial reporting framework that has been applied in their preparation is applicable law and United Kingdom Accounting Standards, including FRS 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 Parent Company's affairs as at 30 September 2020 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 Company in accordance with the ethical requirements that are relevant to our audit of the financial statements in the UK, including the FRC's Ethical Standard and we have fulfilled our other ethical responsibilities in accordance with these requirements. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

Conclusions relating to going concern

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

- the directors' use of the going concern basis of accounting in the preparation of the financial statements is not appropriate; or
- the directors have not disclosed in the financial statements any identified material uncertainties that may cast significant doubt about the Group's nor Parent Company's ability to continue to adopt the going concern basis of accounting for a period of at least twelve months from the date when the financial statements are authorised for issue.

ACORN MOBILITY SERVICES LIMITED

INDEPENDENT AUDITOR'S REPORT TO THE MEMBERS OF ACORN MOBILITY SERVICES LIMITED

Other information

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

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

We have nothing to report in this regard.

Opinions on other matters prescribed by the Companies Act 2006

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

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

Matters on which we are required to report by exception

In light of the knowledge and understanding of the Group and 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 6, 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 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 intend to liquidate the Group or Parent Company or to cease operations, or have no realistic alternative but to do so.

ACORN MOBILITY SERVICES LIMITED

INDEPENDENT AUDITOR'S REPORT TO THE MEMBERS OF ACORN MOBILITY SERVICES LIMITED


Auditor's responsibilities for the audit of the financial statements

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with ISAs (UK) will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these financial statements.

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

Use of the audit 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.


Shaun Mullins (Jun 30, 2021 13:53 GMT+1)

Shaun Mullins (Senior statutory auditor)

for and on behalf of

Mazars LLP
Chartered Accountants and Statutory Auditor
5th Floor
3 Wellington Place
Leeds
LS1 4AP

Date: Jun 30, 2021

ACORN MOBILITY SERVICES LIMITED

**CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME
FOR THE YEAR ENDED 30 SEPTEMBER 2020**

	Note	2020 £	2019 £
Turnover	4	230,582,826	241,070,021
Cost of sales		(66,669,536)	(76,456,526)
Gross profit		163,913,290	164,613,495
Distribution costs		(31,551,640)	(41,699,104)
Administrative expenses		(88,867,104)	(95,198,133)
Other operating income	5	1,390,864	-
Operating profit	6	44,885,410	27,716,258
Interest receivable and similar income	10	18,144	61,820
Profit before tax		44,903,554	27,778,078
Tax on profit	11	(10,173,267)	(4,718,804)
Profit for the financial year		34,730,287	23,059,274
Other comprehensive income:			
Items that will not be reclassified to profit or loss:			
Foreign exchange movement		(525,134)	642,325
		(525,134)	642,325
Total comprehensive income for the year		34,205,153	23,701,599

The notes on pages 20 to 45 form part of these financial statements.

ACORN MOBILITY SERVICES LIMITED
REGISTERED NUMBER: 02593771

CONSOLIDATED STATEMENT OF FINANCIAL POSITION
AS AT 30 SEPTEMBER 2020

	Note	2020 £	2019 £
Fixed assets			
Intangible assets	13	5,055,972	5,561,569
Tangible assets	14	18,051,107	17,428,388
		<u>23,107,079</u>	<u>22,989,957</u>
Current assets			
Stocks	16	20,640,107	21,415,078
Debtors: amounts falling due within one year	17	9,511,685	10,171,097
Cash at bank and in hand	18	19,853,838	9,759,488
		<u>50,005,630</u>	<u>41,345,663</u>
Creditors: amounts falling due within one year	19	(40,198,052)	(38,776,440)
Net current assets		<u>9,807,578</u>	<u>2,569,223</u>
Total assets less current liabilities		<u>32,914,657</u>	<u>25,559,180</u>
Creditors: amounts falling due after more than one year	20	(7,899,724)	(8,412,493)
Provisions for liabilities			
Deferred tax	23	(880,806)	(407,409)
Other provisions	24	(1,525,385)	(1,634,737)
		<u>(2,406,191)</u>	<u>(2,042,146)</u>
Net assets		<u><u>22,608,742</u></u>	<u><u>15,104,541</u></u>
Capital and reserves			
Called up share capital	25	10,002	10,002
Foreign exchange reserve	26	918,745	1,563,535
Profit and loss account	26	21,679,995	13,531,004
		<u>22,608,742</u>	<u>15,104,541</u>

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

J Richardson
Director


J Richardson (Jun 29, 2021 16:36 GMT+1)

Jun 29, 2021

The notes on pages 20 to 45 form part of these financial statements.

ACORN MOBILITY SERVICES LIMITED
REGISTERED NUMBER: 02593771

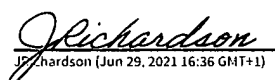
COMPANY STATEMENT OF FINANCIAL POSITION
AS AT 30 SEPTEMBER 2020

	Note	2020 £	2019 £
Fixed assets			
Tangible assets	14	11,999,976	10,341,801
Investments	15	16,901,080	16,901,080
		<u>28,901,056</u>	<u>27,242,881</u>
Current assets			
Stocks	16	3,900,130	4,568,428
Debtors: amounts falling due within one year	17	9,928,131	9,591,265
Cash at bank and in hand	18	8,880,412	4,067,577
		<u>22,708,673</u>	<u>18,227,270</u>
Creditors: amounts due within one year	19	(18,355,400)	(21,138,686)
Net current assets/(liabilities)		<u>4,353,273</u>	<u>(2,911,416)</u>
Total assets less current liabilities		<u>33,254,329</u>	<u>24,331,465</u>
Creditors: amounts falling due after more than one year	20	(9,214,959)	(8,882,736)
Provisions for liabilities			
Deferred taxation	23	(467,019)	-
Other provisions	24	(443,726)	(631,131)
		<u></u>	<u></u>
Net assets		<u>23,128,625</u>	<u>14,817,598</u>
Capital and reserves			
Called up share capital	25	10,002	10,002
Profit and loss account	26	23,118,623	14,807,596
		<u>23,128,625</u>	<u>14,817,598</u>

The Company has taken advantage of the exemption allowed under section 408 of the Companies Act 2006 and has not presented its own Statement of Comprehensive Income in these financial statements. The profit after tax of the Parent Company for the year was £34,892,323 (2019 : £21,342,462).

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

J Richardson
Director


J Richardson (Jun 29, 2021 16:36 GMT+1)

Jun 29, 2021

The notes on pages 20 to 45 form part of these financial statements.

ACORN MOBILITY SERVICES LIMITED

**CONSOLIDATED STATEMENT OF CHANGES IN EQUITY
FOR THE YEAR ENDED 30 SEPTEMBER 2020**

	Called up share capital £	Foreign exchange reserve £	Profit and loss account £	Total equity £
At 1 October 2019	10,002	1,563,535	13,531,004	15,104,541
Comprehensive income for the year				
Profit for the year	-	-	34,730,287	34,730,287
Movement on foreign exchange reserve	-	(644,790)	-	(644,790)
Total comprehensive income for the year	-	(644,790)	34,730,287	34,085,497
Distributions to owners				
Dividends: Equity capital	-	-	(26,581,296)	(26,581,296)
Total transactions with owners	-	-	(26,581,296)	(26,581,296)
At 30 September 2020	<u>10,002</u>	<u>918,745</u>	<u>21,679,995</u>	<u>22,608,742</u>

**CONSOLIDATED STATEMENT OF CHANGES IN EQUITY
FOR THE YEAR ENDED 30 SEPTEMBER 2019**

	Called up share capital £	Foreign exchange reserve £	Profit and loss account £	Total equity £
At 1 October 2018	10,002	921,210	14,276,595	15,207,807
Comprehensive income for the year				
Profit for the year	-	-	23,059,274	23,059,274
Movement on foreign exchange reserve	-	642,325	-	642,325
Total comprehensive income for the year	-	642,325	23,059,274	23,701,599
Distributions to owners				
Dividends: Equity capital	-	-	(23,804,865)	(23,804,865)
Total transactions with owners	-	-	(23,804,865)	(23,804,865)
At 30 September 2019	<u>10,002</u>	<u>1,563,535</u>	<u>13,531,004</u>	<u>15,104,541</u>

The notes on pages 20 to 45 form part of these financial statements.

ACORN MOBILITY SERVICES LIMITED

**COMPANY STATEMENT OF CHANGES IN EQUITY
FOR THE YEAR ENDED 30 SEPTEMBER 2020**

	Called up share capital	Profit and loss account	Total equity
	£	£	£
At 1 October 2019	10,002	14,807,596	14,817,598
Comprehensive income for the year			
Profit for the year	-	34,892,323	34,892,323
Distributions to owners			
Dividends: Equity capital	-	(26,581,296)	(26,581,296)
Total transactions with owners	-	(26,581,296)	(26,581,296)
At 30 September 2020	10,002	23,118,623	23,128,625

**COMPANY STATEMENT OF CHANGES IN EQUITY
FOR THE YEAR ENDED 30 SEPTEMBER 2019**

	Called up share capital	Profit and loss account	Total equity
	£	£	£
At 1 October 2018	10,002	17,269,999	17,280,001
Comprehensive income for the year			
Profit for the year	-	21,342,462	21,342,462
Distributions to owners			
Dividends: Equity capital	-	(23,804,865)	(23,804,865)
Total transactions with owners	-	(23,804,865)	(23,804,865)
At 30 September 2019	10,002	14,807,596	14,817,598

The notes on pages 20 to 45 form part of these financial statements.

ACORN MOBILITY SERVICES LIMITED

**CONSOLIDATED STATEMENT OF CASH FLOWS
FOR THE YEAR ENDED 30 SEPTEMBER 2020**

	2020 £	2019 £
Cash flows from operating activities		
Profit for the financial year	34,730,287	23,059,274
Adjustments for:		
Amortisation of intangible assets	505,597	505,597
Depreciation of tangible assets	2,499,728	2,773,301
Loss on disposal of tangible assets	15,888	16,217
Interest received	(18,144)	(61,820)
Taxation charge	10,173,267	4,718,804
Decrease/(increase) in stocks	774,971	(2,294,953)
Decrease/(increase) in debtors	571,151	(142,183)
(Decrease)/increase in creditors	(1,269,535)	4,493,885
Decrease in provisions	(109,352)	(99,240)
Corporation tax (paid)	(7,433,230)	(3,120,838)
Foreign exchange	104,809	(342,015)
Net cash generated from operating activities	40,545,437	29,506,029
Cash flows from investing activities		
Purchase of tangible fixed assets	(4,404,807)	(2,897,046)
Sale of tangible fixed assets	1,161,662	257,232
Interest received	18,144	61,820
Net cash from investing activities	(3,225,001)	(2,577,994)

ACORN MOBILITY SERVICES LIMITED

CONSOLIDATED STATEMENT OF CASH FLOWS (CONTINUED)
FOR THE YEAR ENDED 30 SEPTEMBER 2020

	2020 £	2019 £
Cash flows from financing activities		
Dividends paid	(26,581,296)	(23,804,865)
Net cash used in financing activities	(26,581,296)	(23,804,865)
Net increase in cash and cash equivalents	10,739,140	3,123,170
Cash and cash equivalents at beginning of year	9,759,488	5,993,993
Foreign exchange gains and losses	(644,790)	642,325
Cash and cash equivalents at the end of year	<u>19,853,838</u>	<u>9,759,488</u>
Cash and cash equivalents at the end of year comprise:		
Cash at bank and in hand	19,853,838	9,759,488
	<u>19,853,838</u>	<u>9,759,488</u>

The notes on pages 20 to 45 form part of these financial statements.

ACORN MOBILITY SERVICES LIMITED

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 30 SEPTEMBER 2020

1. General information

Acorn Mobility Services Limited ('the Company') is a company limited by shares incorporated in England and Wales.

The address of its registered office is: Telecom House, Millennium Business Park, Steeton, Bradford, West Yorkshire, BD20 6RB.

The principal activities continue to be the manufacturing, sale, installation and servicing of stairlifts.

2. Accounting policies

2.1 Basis of preparation of financial statements

The financial statements have been prepared under the historical cost convention unless otherwise specified within these accounting policies and in accordance with Financial Reporting Standard 102, the Financial Reporting Standard applicable in the UK and the Republic of Ireland and the Companies Act 2006.

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

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

2.2 Basis of consolidation

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

The consolidated financial statements incorporate the results of business combinations using the purchase method. In the 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.

2.3 Financial reporting standard 102 - reduced disclosure exemptions

The parent company has taken advantage of the following disclosure exemptions in preparing these financial statements, as permitted by the FRS 102 "The Financial Reporting Standard applicable in the UK and Republic of Ireland":

- the requirements of Section 7 Statement of Cash Flows;
- the requirements of Section 3 Financial Statement Presentation paragraph 3.17(d);
- the requirements of Section 11 Financial Instruments paragraphs 11.42, 11.44 to 11.45, 11.47, 11.48(a)(iii), 11.48(a)(iv), 11.48(b) and 11.48(c);
- the requirements of Section 12 Other Financial Instruments paragraphs 12.26 to 12.27, 12.29(a), 12.29(b) and 12.29A;
- the requirements of Section 33 Related Party Disclosures paragraph 33.7.

This information is included in the consolidated financial statements herein.

**NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 30 SEPTEMBER 2020**

2. Accounting policies (continued)

2.4 Going concern

The Group's forecasts and projections, taking into account reasonable possible changes in trading performance and considering the ongoing impact of COVID 19, show that the Group should trade profitably in future years. In particular, the Group has a significant level of financial resources, and no bank debt or other financial liability with any restrictive or financial covenant. Given the nature of the business there is no significant credit risk exposure to any single counterparty.

As a consequence, the directors believe that the Group is well placed in its sector to manage its business risks successfully, to have the expectation that the Group has adequate resources to continue trading successfully, and to fully comply with its regulatory requirements for the foreseeable future. Consequently, the Directors continue to adopt the going concern basis in preparing these financial statements.

2.5 Foreign currency translation

Functional and presentation currency

The Group and Company financial statements are presented in pound sterling. The company's functional currency is pound sterling, however the group has overseas subsidiaries which have functional currencies other than pound sterling.

Transactions and balances

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

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

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

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

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

**NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 30 SEPTEMBER 2020**

2. Accounting policies (continued)

2.6 Revenue

The principal activities of the Group are manufacturing, sale, installation and servicing of Stairlifts. Revenue in respect of stairlift sales is recognised on installation. Customer deposits received in advance of the installation date are deferred to the balance sheet until the installation is complete.

Revenue is recognised to the extent that it is probable that the economic benefits will flow to the Group 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:

Sale of goods

Revenue 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 revenue 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.

Rendering of services

Service agreements are available to suit customers' needs. Where a service agreement spans more than one accounting period, revenue is deferred on a time apportioned basis. If the Company has completed its service obligations within the period the full revenue in respect of the service agreement is recognised.

2.7 Operating leases: the Group as lessee

Rentals paid under operating leases are charged to profit or loss on a straight line basis over the lease term.

Benefits received and receivable as an incentive to sign an operating lease are recognised on a straight line basis over the lease term, unless another systematic basis is representative of the time pattern of the lessee's benefit from the use of the leased asset.

2.8 Research and development

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

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

ACORN MOBILITY SERVICES LIMITED

**NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 30 SEPTEMBER 2020**

2. Accounting policies (continued)**2.9 Government grants**

Grants are accounted under the accruals model as permitted by FRS 102. Grants of a revenue nature are recognised in the Consolidated Statement of Comprehensive Income in the same period as the related expenditure.

Government grants received are recognised as Sundry Income within Other Operating Income within the Statement of Comprehensive Income.

2.10 Interest income

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

2.11 Pensions**Defined contribution pension plan**

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

The contributions are recognised as an expense in profit or loss 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 SEPTEMBER 2020**

2. Accounting policies (continued)

2.12 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 Statement of Financial Position 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.

2.13 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 of ten years.

Other intangible assets

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

All intangible assets are considered to have a finite useful life. 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 SEPTEMBER 2020

2. Accounting policies (continued)

2.14 Tangible fixed assets

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

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

Depreciation is provided on the following basis:

Freehold property	- 2% straight line
Leasehold improvements	- 10% or over the term of the lease
Plant & machinery	- 10% to 33% straight line
Motor vehicles	- 25% straight line
Other fixed assets	- 4% - 11% straight line

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.

2.15 Impairment of fixed assets and goodwill

Assets that are subject to depreciation or 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) is tested 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 recognised in prior periods may no longer exist or may have decreased.

2.16 Valuation of investments

Investments in subsidiaries are measured at cost less accumulated impairment.

2.17 Stocks

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

At each 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 profit or loss.

**NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 30 SEPTEMBER 2020**

2. Accounting policies (continued)

2.18 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.

2.19 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.

2.20 Creditors

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

2.21 Holiday pay accrual

A liability is recognised to the extent of any unused holiday pay entitlement which is accrued at the Statement of Financial Position date and carried forward to future periods. This is measured at the undiscounted salary cost of the future holiday entitlement so accrued at the Statement of Financial Position date.

2.22 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 Statement of Financial Position 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.

A warranty cost provision is accrued using historic data to show the average parts and labour costs incurred per warranty sold. The total warranty cost provision is calculated as the average warranty costs incurred per warranty sold multiplied by the number of unexpired warranties at the year-end.

**NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 30 SEPTEMBER 2020**

2. Accounting policies (continued)

2.23 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 non-puttable ordinary shares.

Debt instruments (other than those wholly repayable or receivable within one year), including loans and other accounts receivable and payable, are initially measured at present value of the future cash flows and subsequently at amortised cost using the effective interest method. Debt instruments that are payable or receivable within one year, typically trade 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 financed at a rate of interest that is not a market rate or in the case of an out-right short-term loan not at market rate, the financial asset or liability is measured, initially, at the present value of the future cash flow discounted at a market rate of interest for a similar debt instrument and subsequently at amortised cost.

Financial assets that are measured at cost and amortised cost are assessed at the end of each reporting period for objective evidence of impairment. If objective evidence of impairment is found, an impairment loss is recognised in the 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.

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.

2.24 Dividends

Equity dividends are recognised when they become legally payable. Interim equity dividends are recognised when paid. Final equity dividends are recognised when approved by the shareholders at an annual general meeting.

**NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 30 SEPTEMBER 2020**

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

The critical judgements that the directors have made in the process of applying the Group's accounting policies that have the most significant effect on the amounts recognised in the statutory financial statements are discussed below.

Assessing impairment indicators

In assessing whether there have been any indicators of impairment assets, the directors have considered both external and internal sources of information such as market conditions, counterparty credit ratings and experience of recoverability and where applicable, the ability of the asset to be operated as planned. No impairment indicators noted in the year.

Key sources of estimation uncertainty

The key assumptions concerning the future, and other key sources of estimation uncertainty, that have a significant risk of causing a material adjustment to the carrying amounts of assets and liabilities within the next financial year are discussed below.

(i) Warranty unbundling

Stairlifts are sold inclusive of a one or two year warranty depending on the jurisdiction in which the sale occurs. Under FRS 102 the revenue associated to the sale of the stairlift and the warranty contract must be recognised separately, with the warranty income being deferred and released to the Statement of Comprehensive Income on a straight line basis over the period of the warranty.

The value associated to the contract is based on historic data to show the average parts and labour costs incurred per contract. Judgement is applied by management to ensure a reasonable profit margin is applied to these calculated costs.

(ii) Warranty cost provision

Management calculate a provision for the expected cost of attending to claims on unexpired warranties. The provision incorporates key judgements including the average percentage of customers who make warranty claims and the average cost of parts and labour used to rectify the issue.

ACORN MOBILITY SERVICES LIMITED

**NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 30 SEPTEMBER 2020**

4. Turnover

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

	2020 £	2019 £
Sale of goods	215,850,189	228,197,259
Rendering of services	14,732,637	12,872,762
	<u>230,582,826</u>	<u>241,070,021</u>

Analysis of turnover by country of destination:

	2020 £	2019 £
United Kingdom	66,751,931	68,758,927
Rest of Europe	32,987,837	35,077,306
Rest of the World	130,843,058	137,233,788
	<u>230,582,826</u>	<u>241,070,021</u>

5. Other operating income

	2020 £	2019 £
Sundry income	1,390,864	-
	<u>1,390,864</u>	<u>-</u>

6. Operating profit

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

	2020 £	2019 £
Depreciation of tangible fixed assets	2,499,728	2,773,301
Amortisation of intangible assets	505,597	505,597
Exchange differences	(121,920)	(789,004)
Defined contribution pension cost	1,483,207	1,421,403
Operating lease expenses	3,027,582	4,589,733
Sundry income	<u>(1,390,864)</u>	<u>-</u>

ACORN MOBILITY SERVICES LIMITED

**NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 30 SEPTEMBER 2020**

7. Auditor's remuneration

	2020 £	2019 £
Fees payable to the Group's auditor and its associates for the audit of the Group's annual financial statements	146,398	142,901
	<u>146,398</u>	<u>142,901</u>
Fees payable to the Group's auditor and its associates in respect of:		
Other services	47,823	121,027
	<u>47,823</u>	<u>121,027</u>

8. Employees

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

	Group 2020 £	Group 2019 £
Wages and salaries	57,288,003	62,303,420
Social security costs	4,560,759	5,058,768
Cost of defined contribution scheme	1,483,207	1,421,403
	<u>63,331,969</u>	<u>68,783,591</u>

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

	2020 No.	2019 No.
Office, administration, sales and installation	1,256	1,384
Production	204	204
	<u>1,460</u>	<u>1,588</u>

ACORN MOBILITY SERVICES LIMITED

**NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 30 SEPTEMBER 2020**

9. Directors' emoluments

	2020 £	2019 £
Directors' emoluments	447,995	385,214
Company contributions to defined contribution pension schemes	44,896	24,153
Amounts paid to third parties in respect of directors' services	38,040	38,040
	<u>530,931</u>	<u>447,407</u>

During the year retirement benefits were accruing to 3 directors (2019 - 3) in respect of defined contribution pension schemes.

The highest paid director received remuneration of £125,302 (2019 - £123,193).

The value of the company's contributions paid to a defined contribution pension scheme in respect of the highest paid director amounted to £15,000 (2019 - £12,708).

10. Interest receivable

	2020 £	2019 £
Bank interest received	15,868	24,380
Other interest receivable	2,276	37,440
	<u>18,144</u>	<u>61,820</u>

ACORN MOBILITY SERVICES LIMITED

**NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 30 SEPTEMBER 2020**

11. Taxation

	2020 £	2019 £
Corporation tax		
Current tax on profits for the year	4,522,291	3,305,823
Adjustments in respect of previous periods	-	55,545
	<u>4,522,291</u>	<u>3,361,368</u>
Foreign tax		
Foreign tax on income for the year	5,089,318	1,574,667
Total current tax	<u>9,611,609</u>	<u>4,936,035</u>
Deferred tax		
Origination and reversal of timing differences	561,658	(217,231)
Total deferred tax	<u>561,658</u>	<u>(217,231)</u>
Taxation on profit on ordinary activities	<u>10,173,267</u>	<u>4,718,804</u>

ACORN MOBILITY SERVICES LIMITED

**NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 30 SEPTEMBER 2020**

11. Taxation (continued)**Factors affecting tax charge for the year**

The tax assessed for the year is higher than (2019 - lower than) the standard rate of corporation tax in the UK of 19% (2019 - 19%). The differences are explained below:

	2020 £	2019 £
Profit on ordinary activities before tax	44,903,554	27,778,078
Profit on ordinary activities multiplied by standard rate of corporation tax in the UK of 19% (2019 - 19%)	8,531,675	5,277,835
Effects of:		
Expenses not deductible for tax purposes	13,828	16,019
Adjustments to tax charge in respect of prior periods	-	55,545
Research and Development and patent box tax credits leading to a decrease in the tax charge	(890,069)	(975,718)
Differences in corporation tax rate of subsidiaries during the period	1,429,745	310,862
Other adjustments	1,088,088	34,261
Total tax charge for the year	10,173,267	4,718,804

Factors that may affect future tax charges

The Group has estimated tax losses of £3,134,257 (2019: £3,439,146) to carry forward against future profits in specific subsidiary companies.

The UK Government announced in the 2021 budget that from 1 April 2023, the rate of corporation tax in the United Kingdom will increase from 19% to 25%. Companies with profits of £50,000 or less will continue to be taxed at 19%, which is a new small profits rate. Where taxable profits are between £50,000 and £250,000, the higher 25% rate will apply but with a marginal relief applying as profits increase.

12. Dividends

	2020 £	2019 £
Dividends paid on equity capital	26,581,296	23,804,865
	<u>26,581,296</u>	<u>23,804,865</u>

ACORN MOBILITY SERVICES LIMITED

**NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 30 SEPTEMBER 2020**

13. Intangible assets**Group**

	Data £	Software £	Goodwill £	Total £
Cost				
At 1 October 2019	452,876	17,020	10,768,580	11,238,476
At 30 September 2020	452,876	17,020	10,768,580	11,238,476
Amortisation				
At 1 October 2019	452,876	17,020	5,207,011	5,676,907
Charge for the year	-	-	505,597	505,597
At 30 September 2020	452,876	17,020	5,712,608	6,182,504
Net book value				
At 30 September 2020	-	-	5,055,972	5,055,972
At 30 September 2019	-	-	5,561,569	5,561,569

ACORN MOBILITY SERVICES LIMITED

**NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 30 SEPTEMBER 2020**

13. Intangible assets (continued)**Company**

	Data £	Software £	Goodwill £	Total £
Cost				
At 1 October 2019	452,876	17,020	602,788	1,072,684
At 30 September 2020	452,876	17,020	602,788	1,072,684
Amortisation				
At 1 October 2019	452,876	17,020	602,788	1,072,684
At 30 September 2020	452,876	17,020	602,788	1,072,684
Net book value				
At 30 September 2020	-	-	-	-
At 30 September 2019	-	-	-	-

ACORN MOBILITY SERVICES LIMITED

**NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 30 SEPTEMBER 2020**

14. Tangible fixed assets

Group

	Land and buildings £	Plant & machinery £	Motor vehicles £	Other fixed assets £	Total £
Cost					
At 1 October 2019	9,356,861	9,949,764	8,937,707	8,939,974	37,184,306
Additions	2,355,772	710,171	1,338,864	-	4,404,807
Disposals	(970,988)	(110,952)	(1,234,244)	-	(2,316,184)
Exchange adjustments	(95,115)	(72,514)	(68,784)	-	(236,413)
At 30 September 2020	<u>10,646,530</u>	<u>10,476,469</u>	<u>8,973,543</u>	<u>8,939,974</u>	<u>39,036,516</u>
Depreciation					
At 1 October 2019	2,642,393	7,690,151	5,788,277	3,635,097	19,755,918
Charge for the year on owned assets	316,000	943,012	884,332	356,384	2,499,728
Disposals	(261,472)	(84,297)	(824,641)	-	(1,170,410)
Exchange adjustments	(17,403)	(51,495)	(30,929)	-	(99,827)
At 30 September 2020	<u>2,679,518</u>	<u>8,497,371</u>	<u>5,817,039</u>	<u>3,991,481</u>	<u>20,985,409</u>
Net book value					
At 30 September 2020	<u>7,967,012</u>	<u>1,979,098</u>	<u>3,156,504</u>	<u>4,948,493</u>	<u>18,051,107</u>
At 30 September 2019	<u>6,714,468</u>	<u>2,259,613</u>	<u>3,149,430</u>	<u>5,304,877</u>	<u>17,428,388</u>

The net book value of land and buildings may be further analysed as follows:

	2020 £	2019 £
Freehold	7,310,043	6,000,940
Long leasehold	656,969	713,528
	<u>7,967,012</u>	<u>6,714,468</u>

ACORN MOBILITY SERVICES LIMITED

**NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 30 SEPTEMBER 2020**

14. Tangible fixed assets (continued)

Company

	Land and buildings £	Plant & machinery £	Motor vehicles £	Other fixed assets £	Total £
Cost					
At 1 October 2019	4,430,816	6,566,923	2,536,350	8,939,974	22,474,063
Additions	1,883,885	292,954	886,699	-	3,063,538
Disposals	-	(700)	(477,020)	-	(477,720)
At 30 September 2020	<u>6,314,701</u>	<u>6,859,177</u>	<u>2,946,029</u>	<u>8,939,974</u>	<u>25,059,881</u>
Depreciation					
At 1 October 2019	1,084,672	5,582,428	1,830,065	3,635,097	12,132,262
Charge for the year on owned assets	112,745	488,786	373,480	356,384	1,331,395
Disposals	-	(700)	(403,052)	-	(403,752)
At 30 September 2020	<u>1,197,417</u>	<u>6,070,514</u>	<u>1,800,493</u>	<u>3,991,481</u>	<u>13,059,905</u>
Net book value					
At 30 September 2020	<u>5,117,284</u>	<u>788,663</u>	<u>1,145,536</u>	<u>4,948,493</u>	<u>11,999,976</u>
At 30 September 2019	<u>3,346,144</u>	<u>984,495</u>	<u>706,285</u>	<u>5,304,877</u>	<u>10,341,801</u>

The net book value of land and buildings may be further analysed as follows:

	2020 £	2019 £
Freehold	5,117,284	3,346,144
	<u>5,117,284</u>	<u>3,346,144</u>

ACORN MOBILITY SERVICES LIMITED

**NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 30 SEPTEMBER 2020**

15. Fixed asset investments**Company**

	Investments in subsidiary companies £
Cost	
At 1 October 2019	16,923,965
At 30 September 2020	<u>16,923,965</u>
Impairment	
At 1 October 2019	22,885
At 30 September 2020	<u>22,885</u>
Net book value	
At 30 September 2020	<u>16,901,080</u>
At 30 September 2019	<u>16,901,080</u>

ACORN MOBILITY SERVICES LIMITED

**NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 30 SEPTEMBER 2020**

15. Fixed asset investments (continued)**Subsidiary undertakings**

The following were subsidiary undertakings of the Company:

Name	Registered office	Class of shares	Holding
Acorn Stairlifts (Pty) Limited *	Unit F, 6 Narabang Way, Belrose, NSW 2085, Australia	Ordinary	100%
Acorn BVBA	Nijverheidslaan 1, 1853 Strombeek-Bever, Belgium	Ordinary	100%
Acorn Stairlifts (Canada) Inc	Unit 101, 5555 N Service Rd, Burlington, ON L7L 6W6, Canada	Ordinary	100%
Acorn Stairlifts Inc	7001 Lake Ellenor Dr, Orlando, FL 32809, USA	Ordinary	100%
Acorn Treppenlift GmbH	Rather Str. 23B, 40476 Dusseldorf, Germany	Ordinary	100%
Acorn Montascale SRL	Via Mario Guintini, 192, 56021 Comune di Cascina (PI), Italy	Ordinary	100%
Acorn Monte-Escalier SAS	27 Boulevard Saint Martin, 75003, Paris, France	Ordinary	100%
Brooks Stairlifts Limited	Telecom House, Millennium Business Park, Station Road, Steeton, Bradford, BD20 6RB, UK	Ordinary	100%
Alexander Pollock Limited	Hospital Road, Haddington, East Lothian, EH41 3PD, UK	Ordinary	100%
Acorn Stairlifts (Pty) Limited **	Unit 15 Prema Park, No. 12 Engine Road, Montague Gardens, Cape Town 7441, South Africa	Ordinary	100%
Acorn Stairlifts Limited	33 Sir John Rogerson's Quay, Dublin 2, Ireland	Ordinary	100%
Acorn Monte-Escalier SNC ***	30 Avenue General Leclerc, Batiment Le Saxo, 38200 Vienne	Ordinary	100%

* Acorn Stairlifts (Pty) Limited: subsidiary incorporated in Australia.

** Acorn Stairlifts (Pty) Limited: subsidiary incorporated in South Africa.

*** Acorn Monte-Escalier SNC is an indirect subsidiary of Acorn Mobility Services Limited.

The principal activity of all above subsidiaries is the sale, installation and servicing of stairlifts, other than Alexander Pollock Limited whose principal activity is Metal Engraving. Acorn Mobility Services Limited also has a number of dormant subsidiaries.

The following companies were exempt from the requirements relating to the audit of individual financial statements by virtue of section 479A of the Companies Act 2006:

Brooks Stairlifts Limited
Alexander Pollock Limited.

ACORN MOBILITY SERVICES LIMITED

**NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 30 SEPTEMBER 2020**

16. Stocks

	Group 2020 £	Group 2019 £	Company 2020 £	Company 2019 £
Raw materials and consumables	701,604	788,522	687,830	799,613
Finished goods and goods for resale	19,938,503	20,626,556	3,212,300	3,768,815
	<u>20,640,107</u>	<u>21,415,078</u>	<u>3,900,130</u>	<u>4,568,428</u>

17. Debtors

	Group 2020 £	Group 2019 £	Company 2020 £	Company 2019 £
Trade debtors	3,986,159	4,564,029	726,674	881,460
Amounts owed by group undertakings	-	-	7,501,847	7,004,912
Other debtors	2,474,176	2,523,867	1,177,315	1,310,259
Prepayments and accrued income	2,030,715	1,974,305	522,295	373,156
Deferred taxation	1,020,635	1,108,896	-	21,478
	<u>9,511,685</u>	<u>10,171,097</u>	<u>9,928,131</u>	<u>9,591,265</u>

18. Cash and cash equivalents

	Group 2020 £	Group 2019 £	Company 2020 £	Company 2019 £
Cash at bank and in hand	19,853,838	9,759,488	8,880,412	4,067,577
	<u>19,853,838</u>	<u>9,759,488</u>	<u>8,880,412</u>	<u>4,067,577</u>

ACORN MOBILITY SERVICES LIMITED

**NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 30 SEPTEMBER 2020**

19. Creditors: Amounts falling due within one year

	Group 2020 £	Group 2019 £	Company 2020 £	Company 2019 £
Payments received on account	2,244,800	2,120,144	920,231	580,973
Trade creditors	4,144,190	5,304,330	1,622,741	1,996,806
Amounts owed to group undertakings	-	-	1,075,836	-
Amounts owed to associates	1,324,800	4,626,288	1,324,800	4,608,239
Corporation tax	4,753,560	2,575,181	874,610	1,731,571
Other taxation and social security	713,670	810,401	347,948	425,095
Other creditors	2,351,243	2,585,549	1,105,240	1,570,726
Accruals and deferred income	24,665,789	20,754,547	11,083,994	10,225,276
	<u>40,198,052</u>	<u>38,776,440</u>	<u>18,355,400</u>	<u>21,138,686</u>

The Group has granted a debenture in the form of a fixed and floating charge on the assets to secure any liabilities arising to its bankers.

The Group has granted an import guarantee to HM Revenue & Customs to the value of £400,000 (2019 - £400,000).

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

	Group 2020 £	Group 2019 £	Company 2020 £	Company 2019 £
Amounts owed to group undertakings	-	-	1,315,307	1,315,308
Accruals and deferred income	7,899,724	8,412,493	7,899,652	7,567,428
	<u>7,899,724</u>	<u>8,412,493</u>	<u>9,214,959</u>	<u>8,882,736</u>

21. Accruals and deferred income

	Group 2020 £	Group 2019 £	Company 2020 £	Company 2019 £
Due between one and two years	3,648,212	3,889,453	3,648,140	3,396,518
Due between two and five years	4,251,492	4,519,594	4,251,492	4,167,464
Due in greater than five years	20	3,446	20	3,446
	<u>7,899,724</u>	<u>8,412,493</u>	<u>7,899,652</u>	<u>7,567,428</u>

ACORN MOBILITY SERVICES LIMITED

**NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 30 SEPTEMBER 2020**

22. Financial instruments

	Group 2020 £	Group 2019 £	Company 2020 £	Company 2019 £
Financial assets				
Cash and cash equivalents	19,853,838	9,759,488	8,880,412	4,067,577
Financial assets that are debt instruments measured at amortised cost	6,485,133	7,087,896	9,136,272	9,196,631
	<u>26,338,971</u>	<u>16,847,384</u>	<u>18,016,684</u>	<u>13,264,208</u>
Financial liabilities				
Financial liabilities measured at amortised cost	<u>(15,603,933)</u>	<u>(19,542,417)</u>	<u>(7,213,984)</u>	<u>(11,370,369)</u>

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

Financial liabilities measured at amortised cost comprise trade creditors, amounts owed to group undertakings, amounts owed to associates, other creditors, payments on accounts and accruals.

ACORN MOBILITY SERVICES LIMITED

**NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 30 SEPTEMBER 2020**

23. Deferred taxation

Group

	2020 £	2019 £
At beginning of year	701,487	484,256
Charged to profit or loss	(561,658)	217,231
At end of year	139,829	701,487

Company

	2020 £	2019 £
At beginning of year	21,478	107,419
Charged to profit or loss	(488,497)	(85,941)
At end of year	(467,019)	21,478

	Group 2020 £	Group 2019 £	Company 2020 £	Company 2019 £
Accelerated capital allowances	(880,338)	(385,463)	(467,019)	21,478
Tax losses carried forward	579,563	696,238	-	-
Other timing difference	440,604	390,712	-	-
	139,829	701,487	(467,019)	21,478
Comprising:				
Asset	1,020,635	1,108,896	-	21,478
Liability	(880,806)	(407,409)	(467,019)	-
	139,829	701,487	(467,019)	21,478

ACORN MOBILITY SERVICES LIMITED

**NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 30 SEPTEMBER 2020**

24. Provisions**Group**

	Warranty provision £
At 1 October 2019	1,634,737
Charged to profit or loss	(109,352)
At 30 September 2020	1,525,385

Company

	Warranty provision £	Total £
At 1 October 2019	631,131	631,131
Charged to profit or loss	(187,405)	(187,405)
At 30 September 2020	443,726	443,726

25. Share capital

	2020 £	2019 £
Allotted, called up and fully paid		
10,002 (2019 - 10,002) Ordinary shares of £1.00 each	10,002	10,002

The Company has one class of Ordinary shares which carry voting rights but no right to fixed income.

26. Reserves**Foreign exchange reserve**

The foreign exchange reserve represents the cumulative movement in foreign currencies of the subsidiary undertakings, when translating into the Group's reporting currency for consolidation.

Profit & loss account

The profit and loss account represents the accumulated profits and losses of the Group or Company less dividends paid.

ACORN MOBILITY SERVICES LIMITED

**NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 30 SEPTEMBER 2020**

27. 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 £1,461,420 (2019: £1,421,403). Contributions totalling £87,177 (2019: £154,090) were payable to the fund at the reporting date and are included in creditors.

28. Commitments under operating leases

At 30 September 2020 the Group and the Company had future minimum lease payments due under non-cancellable operating leases for each of the following periods:

	Group 2020 £	Group 2019 £	Company 2020 £	Company 2019 £
Not later than 1 year	2,799,132	2,324,806	52,000	52,000
Later than 1 year and not later than 5 years	2,780,545	3,105,973	-	-
Later than 5 years	-	20,356	-	-
	<u>5,579,677</u>	<u>5,451,135</u>	<u>52,000</u>	<u>52,000</u>

29. Related party transactions

The Company has taken advantage of the exemption conferred by FRS 102 Section 33 not to disclose transactions with members of the group 100% owned by Acorn Mobility Services Limited.

During the year the Group entered into transactions with entities under common control. The Group sold goods and services with a value of £6,671 (2019: £56,252) and purchased goods and services of £64,739,100 (2019: £80,475,092) to entities under common control. Amounts owed to such companies at the year end was £1,976,339 (2019: £5,639,057).

Dividends totalling £26,581,296 (2019: £23,804,864) were declared in the year. At the year end an amount totalling £30,294 was owed to the ultimate controlling party (2019: £687,381 owed to the ultimate controlling party).

30. Post balance sheet events

After the year end dividends totalling £28,391,834 were declared.

31. Controlling party

The ultimate controlling party is J S Jakes, a director and 100% shareholder of the Company.

32. Adoption of the triennial review of FRS 102

The policies applied under the entity's previous accounting framework are not materially different to the triennial review of FRS 102 and have not impacted on equity or profit or loss.