# SONGA SHIPMANAGEMENT LIMITED REPORT OF THE DIRECTORS AND

FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2017

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Martin Aitken & Co Ltd Statutory Auditor Chartered Accountants Caledonia House 89 Seaward Street Glasgow G41 1HJ

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#### REPORT OF THE DIRECTORS FOR THE YEAR ENDED 31 DECEMBER 2017

The directors present their report with the financial statements of the company for the year ended 31 December 2017.

#### PRINCIPAL ACTIVITY

The principal activity of the company in the year under review was that of providing technical management services to shipowners worldwide.

#### **REVIEW OF BUSINESS**

The directors report that turnover increased during the year from £2,482,304 in 2016 to £3,271,530, partly due to bringing the average number of ships under management up from 22 to 29 and partly due to the movement of the US Dollar to Sterling exchange rate during the year. The directors are confident that the company is well placed to deal with any market fluctuations in 2018.

A number of one-off expenditures were incurred during the year relating to staff changes to allow the company to handle the increased workload, offset by a management fee charged to the subsidiary company that started trading during the year.

#### **DIRECTORS**

The directors shown below have held office during the whole of the period from 1 January 2017 to the date of this report.

A Blystad

K MacLeod

#### STATEMENT OF DIRECTORS' RESPONSIBILITIES

The directors are responsible for preparing the Report of the Directors and the financial statements in accordance with applicable law and regulations.

Company law requires the directors to prepare financial statements for each financial year. Under that law the directors have elected to prepare the financial statements in accordance with United Kingdom Generally Accepted Accounting Practice (United Kingdom Accounting Standards and applicable law), 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 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 and then apply them consistently;
- make judgements and accounting estimates that are reasonable and prudent;
- prepare the financial statements on the going concern basis unless it is inappropriate to presume that the 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 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.

#### STATEMENT AS TO DISCLOSURE OF INFORMATION TO AUDITORS

So far as the directors are aware, there is no relevant audit information (as defined by Section 418 of the Companies Act 2006) of which the company's auditors are unaware, and each director has taken all the steps that he ought to have taken as a director in order to make himself aware of any relevant audit information and to establish that the company's auditors are aware of that information.

#### **AUDITORS**

The auditors, Martin Aitken & Co Ltd, have indicated their willingness to continue in office.

#### REPORT OF THE DIRECTORS FOR THE YEAR ENDED 31 DECEMBER 2017

This report has been prepared in accordance with the provisions of Part 15 of the Companies Act 2006 relating to small companies.

ON BEHALF OF THE BOARD:

P Campbell - Secretary

22 June 2018

### REPORT OF THE INDEPENDENT AUDITORS TO THE MEMBERS OF SONGA SHIPMANAGEMENT LIMITED

#### **Opinion**

We have audited the financial statements of Songa Shipmanagement Limited (the 'company') for the year ended 31 December 2017 which comprise the Profit and Loss Account, Other Comprehensive Income, Balance Sheet, Statement of Changes in Equity and Notes to the Financial Statements, including a summary of significant accounting policies. The financial reporting framework that has been applied in their preparation is applicable law and United Kingdom Accounting Standards, including Financial Reporting Standard 102 'The Financial Reporting Standard applicable in the UK and Republic of Ireland' (United Kingdom Generally Accepted Accounting Practice).

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 a Report of the Auditors 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.

In our opinion the financial statements:

- give a true and fair view of the state of the company's affairs as at 31 December 2017 and of its 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 Auditors' 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 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.

#### Other information

The directors are responsible for the other information. The other information comprises the information in the Report of the Directors, but does not include the financial statements and our Report of the Auditors thereon.

Our opinion on the financial statements does not cover the other information and 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, based on the work we have performed, we conclude that there is a material misstatement of this other information, we are required to report that fact. We have nothing to report in this regard.

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

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

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

### REPORT OF THE INDEPENDENT AUDITORS TO THE MEMBERS OF SONGA SHIPMANAGEMENT LIMITED

#### 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 Report of the Directors.

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

- adequate accounting records have not been kept, 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; or
- the directors were not entitled to take advantage of the small companies' exemption from the requirement to prepare a Strategic Report or in preparing the Report of the Directors.

#### Responsibilities of directors

As explained more fully in the Statement of Directors' Responsibilities set out on page one, 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 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.

#### Our 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 a Report of the Auditors 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 Report of the Auditors.

DJC Cheeten

D J C Cheetham FCA (Senior Statutory Auditor) for and on behalf of Martin Aitken & Co Ltd Statutory Auditor Chartered Accountants Caledonia House 89 Seaward Street Glasgow G41 1HJ

22 June 2018

#### PROFIT AND LOSS ACCOUNT FOR THE YEAR ENDED 31 DECEMBER 2017

	Notes	2017 £	2016 £
TURNOVER	3	3,271,530	2,482,304
Cost of sales		(2,720,081)	(1,775,334)
GROSS PROFIT		551,449	706,970
Administrative expenses		(687,350)	(373,730)
		(135,901)	333,240
Other operating income		558,398	. <b></b>
OPERATING PROFIT	6	422,497	333,240
Interest receivable and similar income		1,147	160
PROFIT BEFORE TAXATION		423,644	333,400
Tax on profit	7	(83,031)	(65,801)
PROFIT FOR THE FINANCIAL Y	EAR	340,613	267,599

#### BALANCE SHEET 31 DECEMBER 2017

	2017		7	201	2016	
	Notes	£	£	£	£	
FIXED ASSETS						
Tangible assets	8		645,299		603,431	
Investments	9		1		1	
			645,300		603,432	
CURRENT ASSETS						
Debtors	10	1,015,726		366,632		
Cash at bank and in hand		444,663		725,573		
·		1,460,389		1,092,205		
CREDITORS						
Amounts falling due within one year	11	311,136		254,087		
NET CURRENT ASSETS			1,149,253		838,118	
TOTAL ASSETS LESS CURRENT LIABILITIES			1,794,553		1,441,550	
PROVISIONS FOR LIABILITIES	12		20,493		8,103	
NET ASSETS			1,774,060		1,433,447	
CAPITAL AND RESERVES						
Called up share capital	13		675,567		675,567	
Retained earnings	13		•		757,880	
retained earnings	14		1,098,493		131,000	
SHAREHOLDERS' FUNDS			1,774,060		1,433,447	
		*				

The financial statements were approved by the Board of Directors on 22 June 2018 and were signed on its behalf by:

V Mool and Discote

### STATEMENT OF CHANGES IN EQUITY FOR THE YEAR ENDED 31 DECEMBER 2017

	Called up share capital £	Retained earnings £	Total equity £
Balance at 1 January 2016	675,567	490,281	1,165,848
Changes in equity Total comprehensive income			267,599
Balance at 31 December 2016	675,567	757,880	1,433,447
Changes in equity Total comprehensive income		340,613	340,613
Balance at 31 December 2017	675,567	1,098,493	1,774,060

#### NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2017

#### 1. STATUTORY INFORMATION

Songs Shipmanagement Limited is a private company, limited by shares, registered in Scotland. The company's registered office is 2 Marchfield Drive, Paisley, PA3 2RB.

The presentation currency of the financial statements is Sterling (£).

#### 2. ACCOUNTING POLICIES

#### Basis of preparing the financial statements

These financial statements have been prepared in accordance with the provisions of Financial Reporting Standard 102 "The Financial Reporting Standard applicable in the UK and Republic of Ireland" and the Companies Act 2006. There were no material departures from this standard. The financial statements have been prepared under the historical cost convention.

#### Financial Reporting Standard 102 - reduced disclosure exemptions

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

the requirements of Section 7 Statement of Cash Flows.

#### Significant judgements and estimates

In the application of the company's accounting policies, the directors are required to make judgements, estimates and assumptions about the carrying amounts of assets and liabilities that are not readily apparent from other sources. The estimates and associated assumptions are based on historical experience and other factors that are considered to be relevant. Actual results may differ from these estimates. The estimates and underlying assumptions are reviewed on an ongoing basis.

Revisions to accounting estimates are recognised in the period in which the estimate is revised if the revision affects only that period, or in the period of the revision and future periods if the revision affects both current and future periods.

#### Preparation of consolidated financial statements

The financial statements contain information about Songa Shipmanagement Limited as an individual company and do not contain consolidated financial information as the parent of a group. The company is exempt under Section 400 of the Companies Act 2006 from the requirements to prepare consolidated financial statements as it and its subsidiary undertaking are included by full consolidation in the consolidated financial statements of its parent.

#### Turnover

Turnover represents the invoiced value of services provided during the period and is stated net of VAT where appropriate. The company's policy is to recognise a sale when all the risks and rewards in connection with the services have been passed to the purchaser.

#### Tangible fixed assets

Depreciation is provided at the following annual rates in order to write off each asset over its estimated useful life.

Freehold property - 2% on cost
Improvements to property - 20% on cost
Office equipment - 20% on cost
Computer equipment - 20% on cost

Tangible fixed assets are included at cost less depreciation and impairment.

#### Investments in subsidiaries

Investments in subsidiary undertakings are recognised at cost.

Page 8 continued...

### NOTES TO THE FINANCIAL STATEMENTS - continued FOR THE YEAR ENDED 31 DECEMBER 2017

#### 2. ACCOUNTING POLICIES - continued

#### Financial instruments

The company has adopted the disclosure and presentational requirements of FRS 102. When a financial asset or liability is disclosed initially, it is measured at its fair value plus or minus transaction costs. The company regularly monitors its exposure to risks including pricing, credit, liquidity and cash flow.

The company only has financial assets and liabilities of a kind that qualify as basic financial instruments.

The company is satisfied with the level of cash flow being maintained after taking into consideration the timing aspect of debtor recoverability and the payment of trade creditors and business expenses.

#### **Taxation**

Taxation represents the sum of tax currently payable and deferred tax. The company's liability for current tax is calculated using tax rates that have been enacted or substantively enacted by the end of the reporting period.

The charge for taxation takes into account taxation deferred as a result of timing differences between the treatment of certain items for taxation and accounting purposes. In general, deferred taxation is recognised in respect of all timing differences that have originated but not reversed at the balance sheet date. However, deferred tax assets are recognised only to the extent that the directors consider that it is more likely than not that there will be suitable taxable profits from which the future reversal of the underlying timing differences can be deducted. Deferred taxation is measured on a non-discounted basis at the tax rates that are expected to apply in the periods in which the timing differences reverse, based on tax rates and laws enacted or substantively enacted at the balance sheet date.

With the exception of changes arising on the initial recognition of a business combination, the tax expense is presented either in profit or loss, other comprehensive income or statement of changes in equity depending on the transaction that resulted in the tax expense.

Deferred tax liabilities are presented within provisions for liabilities and deferred tax assets within debtors.

#### Foreign currencies

Assets and liabilities in foreign currencies are translated into sterling at the rates of exchange ruling at the balance sheet date. Transactions in foreign currencies are translated into sterling at the rate of exchange ruling at the date of transaction. Exchange differences are taken into account in arriving at the operating result.

#### Pension costs and other post-retirement benefits

The company operates a defined contribution pension scheme that is open to directors and employees of the company. The assets of the scheme are held separately from those of the company in independently administered funds. The pension charge represents contributions payable by the company.

#### 3. TURNOVER

The turnover and profit before taxation are attributable to the one principal activity of the company.

An analysis of turnover by class of business is given below:

10 C 10 C			•	2017	2016
				£	£
United Kingdom				3,271,530	2,482,304
			• • • •	400	V
•				3,271,530	2,482,304
				; <del></del> , '	

#### NOTES TO THE FINANCIAL STATEMENTS - continued FOR THE YEAR ENDED 31 DECEMBER 2017

**EMPLOYEES AND DIRECTORS** 

		£	£
	Wages and salaries	2,222,759	1,420,406
	Social security costs	210,634	154,454
	Other pension costs	286,688	200,474
		2,720,081	1,775,334
	The average number of employees during the year was as follows:	2017	2016
	Number of administrative staff	40	<u>29</u>
5.	DIRECTORS' EMOLUMENTS		****
		2017	2016 £
	Directors' remuneration	164,447	145,565
	Directors' pension contributions to money purchase schemes	23,333	40,000
			•.
	The number of directors to whom retirement benefits were accruing was as follows	<b>;</b> :	
	Money purchase schemes	1	. 1
6.	OPERATING PROFIT		

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

	2017	2016
	£	£
Depreciation - owned assets	46,052	27,982
Auditors' remuneration	6,000	6,000
Auditors' taxation services	3,000	3,000
Foreign exchange differences	93,892	(95,492)

#### 7. **TAXATION**

#### Analysis of the tax charge

The tax charge on the profit for the year was as follows:	2017 £	2016 £
Current tax: UK corporation tax	70,641	57,698
Deferred tax	12,390	8,103
Tax on profit	83,031	65,801

UK corporation tax has been charged at 19.25% (2016 - 20%).

2016

2017

#### <sup>2</sup> SONGA SHIPMANAGEMENT LIMITED (REGISTERED NUMBER: SC311252)

#### NOTES TO THE FINANCIAL STATEMENTS - continued FOR THE YEAR ENDED 31 DECEMBER 2017

#### **TAXATION - continued**

Reconciliation of total tax charge included in profit and loss

The tax assessed for the year is higher than the standard rate of corporation tax in the UK. The difference is explained below:

	2017	2016
Profit before tax	423,644	333,400
Profit multiplied by the standard rate of corporation tax in the UK of		.,
19.250% (2016 - 20%)	81,551	66,680
Effects of:		,
Expenses not deductible for tax purposes	-	43 (922)
Capital allowances in excess of depreciation	<u> </u>	(922)
Depreciation in excess of capital allowances	1,480	
Total tax charge	83,031	65,801
	·	

#### TANGIBLE FIXED ASSETS

		Improvements	1		
	Freehold	to	Office	Computer	
	property	property	equipment	equipment	Totals
	£	£	£	£	£
COST					
At I January 2017	536,230	45,747	109,551	146,554	838,082
Additions	2,250	-	491	85,179	87,920
Disposals	÷	•/	(2,372)	(31,203)	(33,575)
At 31 December 2017	538,480	45,747	107,670	200,530	892,427
DEPRECIATION		· <del></del>		, <u>, , , , , , , , , , , , , , , , , , </u>	
At 1 January 2017	35,935	45,747	96,268	56,701	234,651
Charge for year	10,730	•	4,206	31,116	46,052
Eliminated on disposal	<b>4</b>	<b>*</b>	(2,372)	(31,203)	(33,575)
At 3:i December 2017	46,665	45,747	98,102	56,614	247,128
NET BOOK VALUE	<del></del>	STUTTING CONT.		<b></b>	
At 31 December 2017	491,815	-	9,568	143,916	645,299
At 31 December 2016	500,295	_	13,283	89,853	603,431
					-

## NOTES TO THE FINANCIAL STATEMENTS - continued FOR THE YEAR ENDED 31 DECEMBER 2017

#### 9. FIXED ASSET INVESTMENTS

	,				group undertaking £
		COST			<b>*</b>
		At 1 January 2017			
		and 31 December 2017			1
		NET BOOK VALUE			<del></del>
		At 31 December 2017			1
		711 51 500mb01 2017			
		At 31 December 2016			1
		The company's investments at the Balance Sheet date in	the share capital of co	ompanies include the	following:
		Songa Crewmanagement Limited			
		Registered office: United Kingdom			
		Nature of business: Management of ships crews			
		-	%		
		Class of shares:	holding		
		Ordinary	100.00	2017	2017
				2017 £	2016 £
		Aggregate capital and reserves		5,046	E 1
<i>!</i>		Profit for the year		5,045	
		Front for the your			<del></del>
چې د کې	10.	DEBTORS: AMOUNTS FALLING DUE WITHIN O	INE VEAD		
	10.	DEDIORS. AMOUNTS FACEING DOE WITHIN	JINE LEAN	2017	2016
				£	£
		Trade debtors		168,798	-
		Amounts due by group		•	
		undertakings		174,645	226,897
		Amounts due by subsidiary			
		company		589,046	
		Other debtors		22,783	85,663
		VAT Prepayments and accrued income		60,454	30,859 23,213
		repayments and accided meomic		20,134	
				1,015,726	366,632
		Chening Andring Strain No Bur Night		-	
	11.	CREDITORS: AMOUNTS FALLING DUE WITHIN	NONE YEAR	2017	2016
				£	£
		Trade creditors		26,151	13,692
		Amounts owed to group undertakings			10,072
		Tax		56,831	49,408
		Social security and other taxes		116,881	101,209
		VAT		91,173	
		Accruals and deferred income		20,100	89,777
				311,136	254,087
				3.1.3.13.U	

Shares in

### NOTES TO THE FINANCIAL STATEMENTS - continued FOR THE YEAR ENDED 31 DECEMBER 2017

#### 12. PROVISIONS FOR LIABILITIES

Deferred tax		2017 £ 20,493	2016 £ 8,103
Balance at 1 January 2017 Provided during year			Deferred tax £ 8,103 12,390
Balance at 31 December 2017			20,493
CALLED UP SHARE CAPITAL			
Allotted, issued and fully paid: Number: Class:	Nominal	2017	2016

value: **£ £** 675,567 Ordinary shares **£**1 **675,567** 675,567

The rights attaching to the Ordinary shares shall be determined from time to time in meetings by the directors.

#### 14. RESERVES

13.

	Retained earnings £
At 1 January 2017	757,880
Profit for the year	340,613
At 31 December 2017	1,098,493

#### 15. ULTIMATE PARENT COMPANY

The ultimate parent company, which is the largest group preparing consolidated accounts which include Songa Shipmanagement Limited, is Songa Corp, a company incorporated in Norway. Copies of the group financial statements of Songa Corp can be obtained from its registered office at Haakon VII'S Gate 1, PO Box 1468 Vika, 0116 Oslo, Norway.

The immediate parent company is Songa Shipholding AS, a company incorporated in Norway. The smallest group preparing consolidated accounts including Songa Shipmanagement Limited is that headed by Songa Shipholding AS. Copies of the group financial statements of Songa Shipholding AS can be obtained from its registered office at Haakon VII'S Gate 1, PO Box 1468 Vika, 0116 Oslo, Norway.

During the year the ultimate and immediate holding companies changed their respective names from Spencer Financial Corp to Songa Corp, and from Blystad Shipholding AS to Songa Shipholding AS.

### NOTES TO THE FINANCIAL STATEMENTS - continued FOR THE YEAR ENDED 31 DECEMBER 2017

#### 16. RELATED PARTY DISCLOSURES

The company has invoiced management fees totalling £2,129,327 (2016: £748,633) to related party subsidiaries of Songa Corp, the company's ultimate holding company and Songa Shipholding AS, the company's immediate holding company. The company has also invoiced its subsidiary company a management fee of £525,894 (2016: £nil).

At 31 December 2017 there were amounts due from related party subsidiary companies of Songa Corp and Songa Shipholding AS of £174,645 (2016: £226,897) and from its subsidiary company of £589,046 (2016: creditor £1).

During the year, total key management personnel compensation of £183,897 (2016: £204,074) was paid.

#### 17. PENSION COMMITMENTS

The company operates defined contribution pension schemes. The assets of the schemes are held separately from those of the company in independently administered funds. The pension charge for the year in respect of these schemes amounted to £263,355 (2016: £160,474).

The amounts outstanding at 31 December 2017 were £15,072 (2016: £27,505).