Registered number: 01106549

BRIGGS & FORRESTER ENGINEERING SERVICES LIMITED

ANNUAL REPORT AND FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 OCTOBER 2022





15/07/2023 COMPANIES HOUSE

COMPANY INFORMATION

Directors

P Burton

M Payne (resigned 30 November 2022)

A G Sarjeant I F Lawrence N F Greensill J G Askew

W J Newman (appointed 1 January 2022)

Company secretary

J G Askew

Registered number

01106549

Registered office

Bembridge House Bembridge Drive Kingsthorpe Northampton NN2 6LZ

Independent auditor

MHA MacIntyre Hudson

Chartered Accountants & Statutory Auditors

Peterbridge House

The Lakes Northampton NN4 7HB

Bankers

Barclays Bank Plc

1 Snowhill

Snow Hill Queensway

Birmingham B4 6GN

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STRATEGIC REPORT FOR THE YEAR ENDED 31 OCTOBER 2022

Introduction

The Directors present their Strategic Report and the financial statements for the year ended 31 October 2022.

Business review

The principal activity of the Company is providing Building Services solutions across multiple sectors including: Commercial, Education, Health, Industrial, Manufacturing, Leisure, Pharmaceutical and Research to the construction industry. The Company offer services from concept design through to detailed design, supply, installation, commissioning and setting to work of mechanical, electrical, public health and many other specialist systems.

Turnover in the year decreased by 2% to £101.9m (2021 - £103.8m) with a loss before tax for the financial year of £1.6m (2021 – profit of £1.0m). The financial result was disappointing and was impacted by significant inflation on fixed price contracts that were secured before the war in Ukraine and the resulting high inflation. There were also some significant project delays initially from Covid disruption early in the year and then latterly due to supply issues from other trades where we have not always been able to recover all of our staff costs. One significant project was also cancelled after commencement due to the withdrawal of client funding.

We now have inflationary protection measures in place for most projects secured during the past year and are starting to see inflation in our market ease along with a reduction in project delays. The regional structure has been re-structured from four to two regions, the South East and Western. This will deliver ongoing overhead savings whilst providing a good platform for future growth.

The Company continues to focus on a repeat business model through client selectivity and partnering where appropriate, resource availability, sector specialisms, timing of schemes, project size and geographical locations of specific projects. We continue to deliver an exceptional service with effective production controls and a consistent method of procurement from a well-established supply chain. The operational and regional management teams have all performed well over the past year dealing with project delays and a re-adjustment to more normal working conditions after the Covid pandemic. We have adapted working practices as necessary and refined our well established and efficient procedures.

Company net assets decreased by 14% to £10.1m (2021 - £11.7m), due to the loss after taxation being retained on the balance sheet. No dividends were paid in the year.

The Company forward order book as at 31 October 2021 including contracts in the final stages of negotiation was £192.9m (2021 - £187.7m) with £101.9m (2021 - £118.9m) of secured orders and a further £91.0m (2021 - £68.8m) of contracts in the final stages of negotiation. The Company maintains good relationships and an excellent delivery record, resulting in a strong pipeline of further opportunities and expects this to continue through the new financial year with volume growth expected of around 25%.

The Company cash position reduced to £0.3m (2021 - £6.5m) due to the project delays and inflationary pressures mentioned above, but is well supported into 2023 by projected improved volumes and project margins.

Financial and Business risk management remains good with no new formal unresolved disputes during the year. Dispute avoidance is very much the Company's ongoing objective, and we continue to be successful in this respect.

The Company remains fully committed to training with a continued focus on future talent requirements with 20 (2021 - 24) staff employed in both technical and craft trainee positions. A number of the Company's apprentices and trainees were voted as winners across many coveted National Industry Awards. This, together with additional training and development for more established staff fully recognises the importance of a highly skilled and experienced work force and we are very proud of our enviable record in respect of staff retention.

STRATEGIC REPORT (CONTINUED) FOR THE YEAR ENDED 31 OCTOBER 2022

Average staff headcount reduced to 287 (2021 - 303) which includes 47 supervisory, craftsman/operative workforce.

The Group has implemented a group wide sustainability strategy. Our vision is to secure the future of our planet, for the sake of our business and its people, by becoming the leader in sustainability within the M&E sector. By harnessing the creativity of our people, we have a vision to create a net zero future based on excellence at every level and creating strong, professional relationships. We have laid out our long-term ambitions in the areas of Our Business, Our People and Our Product, which together will deliver this vision. Our key climate pledge is to be net zero in our own scope 1 and 2 emissions by 2030 and be net zero in our business and within our supply chain by 2040.

In respect of Health, Safety Environmental and Quality, the Company continues to pursue the highest levels of risk management across our sites and offices providing compliance with the latest regulations and standards in all appropriate respects. The Company also continues to invest in its annual subscriptions to the Sypol CMS (CoSHH Management System) enabling us access to all the very latest in CoSHH Assessments and to Croner-I which gives us access to the most up to date legal and regulatory documentation for Health & Safety and Environmental to ensure that our processes and procedure are up to date with the latest requirements.

The Company encourages the workforce to report all incidents including near misses and continues to encourage participation in our behavioural safety initiative 'Our Site, Our Safety, Our Lives' empowering our workforce to review the workplace before commencing daily activities.

We have a strategy to drive continuous improvement in our Health and Safety statistics, including increased utilisation of offsite fabrication, where appropriate. Our Total HSE Reportable Accident Frequency Rate (AFR) is 0.34 (2021 - 0.06) per 100,000 hours worked. The total number of accidents reported in the year was 38 (2021 - 32) from a total workforce of approximately 740 including operatives and sub-contractors.

Health and Safety training continues through our investment in an E-Learning on-line portal, providing virtual mandatory and easily available training courses. Where appropriate these are provided virtually, otherwise face to face training courses are instigated to ensure our employees are fully aware and competent to deal with the inherent risk of working in construction, and the specific risks which may be associated with tasks they are undertaking.

Our Health & Wellbeing Group is well established, providing support and numerous communications to all our employees in respect of mental health ideas, financial support ideas and health/ wellbeing recommendations. In addition to Health & Safety First Aiders we also have a number of fully trained Mental Health First Aiders available to all employees to provide a level of support to our workforce, but mainly to just listen.

The Company continues its commitment to Level-2 BIM accreditation with 12 direct employed (2021 - 20) Revit Engineers. During the year we have shifted to using more outsourced consultants supporting our activities. These Engineers produce our 3D drawings integrated into our design and installations, as the industry continues to dictate this requirement across many of our projects.

STRATEGIC REPORT (CONTINUED) FOR THE YEAR ENDED 31 OCTOBER 2022

Principal risks and uncertainties

The Directors have developed strategies to achieve our planned profitable growth, to control the impact of the current price inflation and have funding arrangements in place to cover all foreseeable needs. The Company continually introduces new products to meet the exacting and changing needs of its market place. With well established procedures and controls that are in place, any risks on Cash Flow and Credit Risks are treated as high priority although manageable, given the current uncertainty surrounding the Construction sector.

The Directors continually review the risks facing the business. Where it is considered cost effective, risks to the Company are covered by all required forms and levels of insurance. External factors, over which the Company has little control, include the effect of government legislation and the level of economic activity in the United Kingdom. Internal factors include the skills and competencies of staff of which ongoing training requirements are at the forefront of our thoughts. The Company continually adapts to these types of changes that affect the Building Services and Construction Industry.

Financial risk management objectives and policies

Cash Flow Risk

Cash flow for the Company is managed by having competent commercial teams in place providing a common approach to maintaining a strong bank balance. Detailed cash flow forecasts are prepared regularly with the objective of alerting the Directors of any future potential risks.

Credit Risk

To mitigate the effect of the Company being unable to recover sums due from its customers, it carries out full credit status checks on any prospective new clients, prior to the commencement of any contract it undertakes and regularly reviews the ongoing credit status of existing clients. In the event of any perceived financial risk, assurances or third-party guarantees are sought by the Company. Our teams continually keep informed through established relationships to gain market intelligence that can provide early warnings of potential issues, which we act upon where appropriate.

Supply Chain

The Company carries out regular reviews of the credit status of key suppliers and sub-contractors to mitigate any risk to the successful completion of any of the works in progress. The Company has formal Supply Chain arrangements with many of our key supplier and sub-contractor partners with mature relationships gained over a period of more than 17 years.

Competition

The Company continues to operate in an extremely competitive and inflationary market. The Company seeks to maintain and build strong relationships with its customers and potential customers and sees repeat business as being a measurement of its success in this strategy. The Group's Excellence at Every Level strategy defines this approach that is instilled across our teams and delivery workforce.

Health & Safety

Health and Safety is taken very seriously throughout the Company which continues to win prestigious awards for its performance in this area. Our in-house qualified Health, Safety, Environmental and Quality team is well directed and resourced to meet expected operational demands. The team have implemented, manage, and continually update a fully integrated management system that is certified to the ISO 9001:2015, ISO 45001:2018 and ISO 14001:2015 standards.

COVID-19

Projects were impacted by the various Covid restrictions, the changes to ways of working on site, and Covid related absenteeism at the start of the year and we continued to see construction related project delays across all businesses as a result. This then eased towards the middle of the year and we saw little remaining impact thereafter.

STRATEGIC REPORT (CONTINUED) FOR THE YEAR ENDED 31 OCTOBER 2022

Employee Ownership Trust

Briggs & Forrester Engineering Services Limited along with other companies in the Briggs & Forrester Group is part of the Briggs & Forrester Employee Ownership Trust (EOT) which was established in March 2020 with the previous shareholders having completed the sale of the Group. The Group believes that the equal benefits of employee ownership provided by the EOT will enhance employee engagement and drive performance when compared to other privately owned businesses.

The EOT Advisory Panel (AP) was established in 2021 and has continued to hold regular meetings throughout the year to discuss many ideas and issues raised by employees to the two employee representatives that sit on the AP. Company updates and various initiatives have then been communicated to all employees by the AP.

As part of the EOT there is a Growth Share Plan to continually incentivise key staff across the Group. There was a growth share allocation in January 2021, and it is planned to make a further allocation during June 2023.

Employees

The Company's success continues to rely heavily on the performance of its staff and operates in a very competitive environment for recruitment and retention of such employees. To mitigate these issues the Company offers a very competitive and attractive remuneration package and provides ongoing training with updates and new courses being regularly attended.

In addition to the EOT AP, we continue to share information about the Group through internal media methods. Regular meetings are held between local management and employees to allow the free flow of information and ideas. We have continued with our Health Wellbeing initiative which encompasses Mental Health amongst other important subjects.

It is the Company's policy to treat its employees without discrimination and we operate an equal opportunities and employment practices policy to achieve this. The Company operates a progressive employee training and development scheme through Craft Apprenticeships, Technical and Graduate training.

The Company gives full consideration to applications for employment from disabled persons where the requirements of the job can be adequately fulfilled by a handicapped or disabled person. Where existing employees become disabled, it is the Company's policy wherever practicable to provide continuing employment under normal terms and conditions, and to provide training and career development and promotion to disabled employees wherever appropriate.

Streamlined energy and carbon reporting

The Company qualifies as a low energy user and is exempt from reporting. Please refer to the financial statements of the ultimate parent company for this information on a Group basis.

STRATEGIC REPORT (CONTINUED) FOR THE YEAR ENDED 31 OCTOBER 2022

Financial key performance indicators

The directors consider the following Key Performance Indicators when assessing the performance of the Company:

Turnover

Turnover for the year decreased by 2% to £101.9m (2021 - £103.8m).

Profit/loss before tax

Loss before tax for the year was £1.6m (2021 - profit of £1.0m).

Net assets

Net assets at the balance sheet date reduced by 14% to £10.1m (2021 - £11.7m).

Other key performance indicators

The workforce is considered a key driver of the business and therefore the following staff indicators are also considered to be Key Performance Indicators:

Average staff numbers

Average staff numbers for the year were 287 (2021 - 303).

Trainee roles

Of these members of staff 20 (2021 - 24) were employed in either technical or craft apprenticeship roles.

Health and Safety

Total HSE Reportable Accident Frequency Rate (AFR) is 0.34 (2021 – 0.06) per 100,000 hours worked.

The reasons for the movements in the KPIs have been considered and included in the Business Review.

STRATEGIC REPORT (CONTINUED) FOR THE YEAR ENDED 31 OCTOBER 2022

Directors' statement of compliance with duty to promote the success of the Company

The Board of Directors always consider, both individually and together, that they have acted in the way they consider, in good faith, would be most likely to promote the success of the Company for the benefit of its members as a whole, having regard to the stakeholders and matters set out in s172(1) (a) - (f) of the Companies Act 2006, in the decisions taken during the year ended 31 October 2022.

Our plan is designed to have a long-term beneficial impact on the group and to contribute to its success in delivering a high quality of service across all areas of our business.

Our employees are fundamental to the delivery of our plan. We aim to be a responsible employer in our approach to the pay and benefits our employees receive. The health, safety and well-being of our team members is one of our primary considerations in the way we conduct our business. Engagement with suppliers and customers is also key to our success. We meet with our major suppliers and sub-contractors regularly throughout the year and take the appropriate action, when necessary, to prevent involvement in modern slavery, corruption, bribery, and breaches of competition law.

Our plan considers the impact of the Company's operations on the community and environment and our wider social responsibilities, and how we comply with environmental legislation and pursue waste-saving opportunities and react promptly to local concerns.

As the Board of Directors, our intention is to behave in a responsible manner, operating within the high standards of business conduct and good governance expected for a business such as ours and in doing so, will contribute to the delivery of our plan. The intention is to nurture our reputation, through both construction and delivery of our plan, that reflects our values, beliefs and culture.

As the Board of Directors, our intention is to behave responsibly towards all our enlightened stakeholders and treat them fairly and equally, so they too may benefit from the successful delivery of our plan.

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

J G Askew Secretary

Date: 28/4/23

DIRECTORS' REPORT FOR THE YEAR ENDED 31 OCTOBER 2022

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

Directors' responsibilities statement

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

Company law requires the Directors to prepare financial statements for each financial year. Under that law the Directors have elected to prepare the financial statements in accordance with applicable law and United Kingdom 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 of the profit or loss of the Company for that period.

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

- select suitable accounting policies for the Company's financial statements and then apply them consistently;
- make 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 Company will continue in business.

The Directors are responsible for keeping adequate accounting records that are sufficient to show and explain the Company's transactions and disclose with reasonable accuracy at any time the financial position of the Company and to enable them to ensure that the financial statements comply with the Companies Act 2006. They are also responsible for safeguarding the assets of the Company and hence for taking reasonable steps for the prevention and detection of fraud and other irregularities.

Results and dividends

The loss for the year, after taxation, amounted to £1,575,534 (2021 - profit £738,121).

Dividends of £Nil (2021 - £3,697,332) have been paid in the year.

Directors

The Directors who served during the year were:

P Burton
M Payne (resigned 30 November 2022)
A G Sarjeant
I F Lawrence
N F Greensill
J G Askew
W J Newman (appointed 1 January 2022)

Future developments

The Directors intend for the Company to continue its strategy of organic growth.

DIRECTORS' REPORT (CONTINUED) FOR THE YEAR ENDED 31 OCTOBER 2022

Matters covered in the Strategic Report

The Directors have omitted certain items from the Directors Report as they are disclosed within the Strategic Report instead, in accordance with S414C (11) of Companies Act 2006.

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'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's auditor is aware of that information.

Going concern

The going concern position of the Company has been considered in detail in note 2.3.

Post balance sheet events

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

Auditor

The auditor, MHA MacIntyre Hudson, will be proposed for reappointment in accordance with section 485 of the Companies Act 2006.

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

J G Askew Secretary

Date: 28/423

INDEPENDENT AUDITOR'S REPORT TO THE MEMBERS OF BRIGGS & FORRESTER ENGINEERING SERVICES LIMITED

Opinion

We have audited the financial statements of Briggs & Forrester Engineering Services Limited (the 'Company') for the year ended 31 October 2022, which comprise the Statement of Income and Retained Earnings, the Balance Sheet and the related notes, including a summary of significant accounting policies. The financial reporting framework that has been applied in their preparation is applicable law and United Kingdom Accounting Standards, including Financial Reporting Standard 102 'The Financial Reporting Standard applicable in the UK and Republic of Ireland' (United Kingdom Generally Accepted Accounting Practice).

In our opinion the financial statements:

- give a true and fair view of the state of the Company's affairs as at 31 October 2022 and of its loss for the year then ended;
- have been properly prepared in accordance with United Kingdom Generally Accepted Accounting Practice; and
- have been prepared in accordance with the requirements of the Companies Act 2006.

Basis for opinion

We conducted our audit in accordance with International Standards on Auditing (UK) (ISAs (UK)) and applicable law. Our responsibilities under those standards are further described in the Auditor's responsibilities for the audit of the financial statements section of our report. We are independent of the Company in accordance with the ethical requirements that are relevant to our audit of the financial statements in the United Kingdom, including the Financial Reporting Council's Ethical Standard and we have fulfilled our other ethical responsibilities in accordance with these requirements. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

Conclusions relating to going concern

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

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

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

INDEPENDENT AUDITOR'S REPORT TO THE MEMBERS OF BRIGGS & FORRESTER ENGINEERING SERVICES LIMITED (CONTINUED)

Other information

The other information comprises the information included in the Annual Report other than the financial statements and our Auditor's Report thereon. The Directors are responsible for the other information contained within the Annual Report. Our opinion on the financial statements does not cover the other information and, except to the extent otherwise explicitly stated in our report, we do not express any form of assurance conclusion thereon. Our responsibility is to read the other information and, in doing so, consider whether the other information is materially inconsistent with the financial statements or our knowledge obtained in the course of the audit, or otherwise appears to be materially misstated. If we identify such material inconsistencies or apparent material misstatements, we are required to determine whether this gives rise to a material misstatement in the financial statements themselves. If, based on the work we have performed, we conclude that there is a material misstatement of this other information, we are required to report that fact.

We have nothing to report in this regard.

Opinion on other matters prescribed by the Companies Act 2006

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

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

Matters on which we are required to report by exception

In the light of the knowledge and understanding of the Company and its environment obtained in the course of the audit, we have not identified material misstatements in the Strategic Report or the Directors' Report.

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

- adequate accounting records have not been kept, or returns adequate for our audit have not been received from branches not visited by us; or
- the financial statements are not in agreement with the accounting records and returns; or
- certain disclosures of Directors' remuneration specified by law are not made; or
- we have not received all the information and explanations we require for our audit.

Responsibilities of directors

As explained more fully in the Directors' Responsibilities Statement set out on page 7, the Directors are responsible for the preparation of the financial statements and for being satisfied that they give a true and fair view, and for such internal control as the Directors determine is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the financial statements, the Directors are responsible for assessing the 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.

INDEPENDENT AUDITOR'S REPORT TO THE MEMBERS OF BRIGGS & FORRESTER ENGINEERING SERVICES LIMITED (CONTINUED)

Auditor's responsibilities for the audit of the financial statements

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

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

- Enquiry of management around actual and potential litigation and claims;
- Performing audit work over the risk of management override of controls, including testing of journal entries and other adjustments for appropriateness, evaluating the business rationale of significant transactions outside the normal course of business and review of accounting estimates for bias;
- Reviewing minutes of meetings of those charged with governance;
- Reviewing financial statement disclosures and testing supporting documentation to assess compliance with applicable laws and regulations.

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

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

INDEPENDENT AUDITOR'S REPORT TO THE MEMBERS OF BRIGGS & FORRESTER ENGINEERING SERVICES LIMITED (CONTINUED)

Use of our report

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

Richard Powell BA FCA (Senior Statutory Auditor)

for and on behalf of MHA MacIntyre Hudson

Chartered Accountants Statutory Auditors

Northampton, United Kingdom

Date:

STATEMENT OF INCOME AND RETAINED EARNINGS FOR THE YEAR ENDED 31 OCTOBER 2022

	Note	2022 £	2021 £
Turnover	4	101,931,429	103,762,631
Cost of sales '		(93,620,474)	(92,673,588)
Gross profit		8,310,955	11,089,043
Administrative expenses		(10,025,200)	(10,411,323)
Other operating income	5	150,371	330,792
Operating (loss)/profit	6	(1,563,874)	1,008,512
Interest receivable and similar income	10	•	221
Interest payable and similar expenses	11	(10,912)	(36,017)
(Loss)/profit before tax		(1,574,786)	972,716
Tax on (loss)/profit	12	(748)	(234,595)
(Loss)/profit after tax		(1,575,534)	738,121
Retained earnings at the beginning of the year		11,692,400	14,651,611
		11,692,400	14,651,611
(Loss)/profit for the year		(1,575,534)	738,121
Dividends declared and paid	13	-	(3,697,332)
Retained earnings at the end of the year		10,116,866	11,692,400

The notes on pages 15 to 30 form part of these financial statements.

BRIGGS & FORRESTER ENGINEERING SERVICES LIMITED REGISTERED NUMBER: 01106549

BALANCE SHEET AS AT 31 OCTOBER 2022

	Note		2022 £		2021 £
Fixed assets					
Intangible assets	14		30,987		39,430
Tangible assets	15		849,390		930,416
			880,377		969,846
Current assets					
Debtors: amounts falling due within one year	16	46,775,090		48,338,249	
Cash at bank and in hand	17	317,503		6,493,300	
		47,092,593		54,831,549	
Creditors: amounts falling due within one year	18	(37,843,585)		(44,108,895)	
Net current assets			9,249,008		10,722,654
Total assets less current liabilities Provisions for liabilities			10,129,385		11,692,500
Deferred tax	19	(12,419)		-	
			(12,419)		-
Net assets			10,116,966		11,692,500
Capital and reserves					
Called up share capital	20		100		100
Profit and loss account	21		10,116,866		11,692,400
			10,116,966		11,692,500

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

P Burton Director

Date: 28/4/23

The notes on pages 15 to 30 form part of these financial statements.

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 OCTOBER 2022

1. General information

Briggs & Forrester Engineering Services Limited is a private company limited by shares, registered in England and Wales, registered number 01106549. The registered office and principal place of business is Bembridge House, Bembridge Drive, Kingsthorpe, Northampton, NN2 6LZ.

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 management to exercise judgment in applying the Company's accounting policies (see note 3).

The following principal accounting policies have been applied:

2.2 Financial Reporting Standard 102 - reduced disclosure exemptions

The 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 33 Related Party Disclosures paragraph 33.7.

This information is included in the consolidated financial statements of Briggs & Forrester (UK) Limited as at 31 October 2022 and these financial statements may be obtained from the Registrar of Companies.

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 OCTOBER 2022

2. Accounting policies (continued)

2.3 Going concern

The financial statements have been prepared on a going concern basis. The Directors have considered relevant information, including the annual budget, forecast future cash flows and the impact of subsequent events in making their assessment.

The business activities were impacted from Covid-19 disruption early in the year as customers closed or reduced occupancy in the premises we maintained but this then eased throughout the remainder of the year and is now back to pre-pandemic levels. High levels of inflation resulted in the business having to carefully consider the appropriate level of price rises for our customers to offset rising costs and to remain competitive.

In response to the challenges above, the Directors have performed a robust analysis of forecast future cash flows considering the potential impact on the business of possible future scenarios arising from the impact of further market inflation or disruption. This analysis also considers the effectiveness of available measures to assist in mitigating the impact.

Bank funding facilities have been reviewed for the Group and a new £4.0m ongoing trade loan facility was agreed in January 2023 with Barclays Banking Group, which is sufficient for the needs of the Group demonstrated by its future cash flow forecasts.

Based on these assessments and having regard to the resources available to the entity, the Directors have concluded that there is no material uncertainty and that they can continue to adopt the going concern basis in preparing the annual report and accounts.

2.4 Turnover

Turnover represents amounts invoiced during the year, excluding Value Added Tax, except in respect of contracting activities. For contracting activities, turnover represents the value of work carried out during the year, including amounts not yet invoiced. The amount by which turnover exceeds progress payments received and receivable is classified as "Amounts recoverable on contracts" and is separately disclosed in debtors. Progress payments received in excess of amounts matched with turnover are classified as "Payments received on account" and are disclosed in creditors.

2.5 Profit recognition on contracts

Profit is recognised on long term contracts when such a contract is substantially complete. The amount of profit recognised is a proportion of the total forecast profit on the contract by reference to the stage of completion at the balance sheet date, taking account of agreed claims.

The recognition of profit on long term contracts is in accordance with FRS 102, which unlike the Companies Act 2006, allows unrealised profit to be included in the profit and loss account for the period. This departure from the provisions of the Act is required in order to give a true and fair view.

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 OCTOBER 2022

2. Accounting policies (continued)

2.6 Work in progress

1) Small works

Small works are stated at the lower of cost and net realisable value.

2) Short term contracts

"Cost" for short term contracts consist of direct materials, labour and attributable production overheads, less foreseeable losses and applicable payments on account. Contract provisions in excess of amounts recoverable are included in creditors.

3) Long term contracts

"Cost" for long term contracts is determined on the same basis as for short term contracts, except that anticipated profits are recognised where appropriate, in accordance with the principles set out above.

2.7 Government grants

Grants are accounted for under the accruals model as permitted by FRS 102. Grants relating to expenditure on tangible fixed assets are credited to profit or loss at the same rate as the depreciation on the assets to which the grant relates. The deferred element of grants is included in creditors as deferred income.

Grants of a revenue nature are recognised in the Statement of Income and Retained Earnings in the same period as the related expenditure.

2.8 Interest income

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

2.9 Finance costs

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

2.10 Pensions

Defined contribution pension plan

The Company operates a defined contribution plan for its employees. A defined contribution plan is a pension plan under which the Company pays fixed contributions into a separate entity. Once the contributions have been paid the Company 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 Balance Sheet. The assets of the plan are held separately from the Company in independently administered funds.

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 OCTOBER 2022

2. Accounting policies (continued)

2.11 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 balance sheet date in the countries where the Company operates and generates income.

Deferred tax balances are recognised in respect of all timing differences that have originated but not reversed by the balance sheet 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; and
- Any deferred tax balances are reversed if and when all conditions for retaining associated tax allowances have been met.

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 balance sheet date.

2.12 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.

Amortisation is provided on the following bases:

Computer software

25 % on a straight line basis

2.13 Tangible fixed assets

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

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 OCTOBER 2022

2. Accounting policies (continued)

2.13 Tangible fixed assets (continued)

Land is not depreciated. Depreciation on other assets 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%
Plant and machinery - 20% - 25%
Fixtures and fittings - 10%
Telephone system - 25%

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.

2.14 Operating leases

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

2.15 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.

2.16 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.

2.17 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.

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 OCTOBER 2022

2. Accounting policies (continued)

2.18 Provisions for liabilities

Provisions are made where an event has taken place that gives the Company 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 Company becomes aware of the obligation, and are measured at the best estimate at the balance sheet 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 Balance Sheet.

2.19 Financial instruments

The Company only enters into basic financial instrument transactions that result in the recognition of financial assets and liabilities like trade and other debtors and creditors, loans from banks and other third parties, loans to related parties and investments in ordinary shares.

Debt instruments (other than those wholly repayable or receivable within one year), including loans and other accounts receivable and payable, are initially measured at present value of the future cash flows and subsequently at amortised cost using the effective interest method. Debt instruments that are payable or receivable within one year, typically trade debtors and creditors, are measured, initially and subsequently, at the undiscounted amount of the cash or other consideration expected to be paid or received. However, if the arrangements of a short-term instrument constitute a financing transaction, like the payment of a trade debt deferred beyond normal business terms or in case of an out-right short-term loan that is not at market rate, the financial asset or liability is measured, initially at the present value of future cash flows discounted at a market rate of interest for a similar debt instrument and subsequently at amortised cost, unless it qualifies as a loan from a director in the case of a small company, or a public benefit entity concessionary loan.

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

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 Company would receive for the asset if it were to be sold at the balance sheet date.

Financial assets and liabilities are offset and the net amount reported in the Balance Sheet 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.

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 OCTOBER 2022

2. Accounting policies (continued)

2.20 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.

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

In the application of the Company's accounting policies, which are described in note 2, management have been required to make judgments, estimates and assumptions. These estimates which relate to the carrying values of assets and liabilities, where not readily available from other sources, are based on underlying assumptions and experience. Actual results may differ from these estimates. These estimates and assumptions are reviewed on an on-going basis.

The principal judgments are with regard to the assessment of completion of work on long term contracts, and the recognition of associated costs and revenues. Management closely monitors the progress on these projects with reference to agreed schedules of work, agreed contract amendments and certified applications for payment and use this in making their informed assessment of completion and profit recognition.

4. Turnover

All turnover arose within the United Kingdom and is attributable to the principal activity of the Company.

5. Other operating income

		2022 £	2021 £
	Research and Development tax credit	150,371	156,225
	Government grants receivable	-	174,567
		150,371	330,792
6.	Operating (loss)/profit		
	The operating (loss)/profit is stated after charging:		
		2022 £	2021 £
	Depreciation of tangible fixed assets	166,318	179,861
	Amortisation of intangible assets	21,301	27,661
	Other operating lease rentals	640,848	553,742

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 OCTOBER 2022

7. Auditor's remuneration

	2022	2021
	£	£
Fees payable to the Company's auditor and its associates for the audit of		
the Company's annual financial statements	22,500	21,000

The Company has taken advantage of the exemption not to disclose amounts paid for non audit services as these are disclosed in the group accounts of the parent Company.

8. Employees

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

	2022 £	2021 £
Wages and salaries	16,163,347	17,192,027
Social security costs	1,829,398	1,846,979
Cost of defined contribution scheme	813,897	825,785
	18,806,642	19,864,791

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

	2022 No.	2021 No.
Production staff	35	38
Administrative staff	252	265
	287	303

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 OCTOBER 2022

9.	Directors'	remuneration

	2022 £	2021 £
Directors' emoluments	735,632	748,902
Company contributions to defined contribution pension schemes	57,569	44,875
·	793,201	793,777
		=

During the year retirement benefits were accruing to 4 Directors (2021 - 4) in respect of defined contribution pension schemes.

The highest paid Director received remuneration of £200,422 (2021 - £230,717).

The value of the Company's contributions paid to a defined contribution pension scheme in respect of the highest paid Director amounted to £20,109 (2021 - £15,750).

10. Interest receivable

Other interest payable

		2022 £	2021 £
	Other interest receivable	-	<u>221</u>
11.	Interest payable and similar expenses		
		2022 £	2021 £
	Bank interest payable	7,956	8,219

2,956

27,798

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 OCTOBER 2022

•	Taxation		
		2022 £	202
	Corporation tax	_	·
	Current tax on profits for the year	-	164,973
	Adjustments in respect of previous periods	(23,267)	78,187
	Total current tax	(23,267)	243,160
	Deferred tax		
	Origination and reversal of timing differences - Capital allowances	24,019	(853
	Origination and reversal of timing differences - Other	(4)	(7,712
	Total deferred tax	24,015	(8,565
	Taxation on profit on ordinary activities	748	234,595
	Factors affecting tax charge for the year		
	Factors affecting tax charge for the year The tax assessed for the year is higher than (2021 - higher than) the stand the UK of 19% (2021 - 19%). The differences are explained below:	ard rate of corpo	ration tax ir
	The tax assessed for the year is higher than (2021 - higher than) the stand	ard rate of corpo 2022 £	
	The tax assessed for the year is higher than (2021 - higher than) the stand	2022	2021
	The tax assessed for the year is higher than (2021 - higher than) the stand the UK of 19% (2021 - 19%). The differences are explained below:	2022 £	2021 £
	The tax assessed for the year is higher than (2021 - higher than) the stand the UK of 19% (2021 - 19%). The differences are explained below: (Loss)/profit on ordinary activities before tax (Loss)/profit on ordinary activities multiplied by standard rate of corporation	2022 £ (1,574,786)	2021 £ 972,716
	The tax assessed for the year is higher than (2021 - higher than) the stand the UK of 19% (2021 - 19%). The differences are explained below: (Loss)/profit on ordinary activities before tax (Loss)/profit on ordinary activities multiplied by standard rate of corporation tax in the UK of 19% (2021 - 19%) Effects of: Expenses not deductible for tax purposes, other than goodwill amortisation	2022 £ (1,574,786) ————————————————————————————————————	2021 £ 972,716 184,816
	The tax assessed for the year is higher than (2021 - higher than) the stand the UK of 19% (2021 - 19%). The differences are explained below: (Loss)/profit on ordinary activities before tax (Loss)/profit on ordinary activities multiplied by standard rate of corporation tax in the UK of 19% (2021 - 19%) Effects of: Expenses not deductible for tax purposes, other than goodwill amortisation and impairment	2022 £ (1,574,786) (299,209)	2021 £ 972,716 184,816 22,095
	The tax assessed for the year is higher than (2021 - higher than) the stand the UK of 19% (2021 - 19%). The differences are explained below: (Loss)/profit on ordinary activities before tax (Loss)/profit on ordinary activities multiplied by standard rate of corporation tax in the UK of 19% (2021 - 19%) Effects of: Expenses not deductible for tax purposes, other than goodwill amortisation	2022 £ (1,574,786) ————————————————————————————————————	2021 £ 972,716 184,816 22,095 78,187
	The tax assessed for the year is higher than (2021 - higher than) the stand the UK of 19% (2021 - 19%). The differences are explained below: (Loss)/profit on ordinary activities before tax (Loss)/profit on ordinary activities multiplied by standard rate of corporation tax in the UK of 19% (2021 - 19%) Effects of: Expenses not deductible for tax purposes, other than goodwill amortisation and impairment Adjustments to tax charge in respect of prior periods Short term timing difference leading to an increase (decrease) in taxation Adjustment in research and development tax credit leading to an increase	2022 £ (1,574,786) (299,209) 27,853 (23,267) 9,991	2021 £ 972,716 184,816 22,095 78,187 (20,820)
	The tax assessed for the year is higher than (2021 - higher than) the stand the UK of 19% (2021 - 19%). The differences are explained below: (Loss)/profit on ordinary activities before tax (Loss)/profit on ordinary activities multiplied by standard rate of corporation tax in the UK of 19% (2021 - 19%) Effects of: Expenses not deductible for tax purposes, other than goodwill amortisation and impairment Adjustments to tax charge in respect of prior periods Short term timing difference leading to an increase (decrease) in taxation	2022 £ (1,574,786) ————————————————————————————————————	2021 £ 972,716 184,816 22,095

BRIGGS & FORRESTER ENGINEERING SERVICES LIMITED NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 OCTOBER 2022 12. **Taxation (continued)**

Factors that may affect future tax charges

Changes to the UK corporation tax rates were substantively enacted as part of Finance Bill 2021 (on 24 May 2021). This means that the 25% main rate of corporation tax and marginal relief will be relevant for any asset sales or timing differences expected to reverse on or after 1 April 2023. Deferred taxes at the balance sheet date have been measured using these enacted tax rates and reflected in these financial statements.

13. **Dividends**

	2022 £	2021 £
Dividends paid	· · · · · · · · · · · · · · · · · · ·	3,697,332

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 OCTOBER 2022

14.	Intano	ماطن	assets
14.	intanu	lible	assets

	Computer software £
Cost	
At 1 November 2021	198,430
Additions	12,858
Disposals	(548)
At 31 October 2022	210,740
Amortisation	
At 1 November 2021	159,000
Charge for the year on owned assets	21,301
On disposals	(548)
At 31 October 2022	179,753
Net book value	
At 31 October 2022	30,987
At 31 October 2021	39,430

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 OCTOBER 2022

15. Tangible fixed assets

	Freehold property £	Plant and machinery £	Fixtures and fittings	Telephone system £	Total £
Cost					•
At 1 November 2021	362,600	513,282	731,731	15,318	1,622,931
Additions	-	70,316	14,976	-	85,292
Disposals	-	(259,576)	(3,129)	(7,035)	(269,740)
At 31 October 2022	362,600	324,022	743,578	8,283	1,438,483
Depreciation					
At 1 November 2021	28,367	345,731	305,548	12,869	692,515
Charge for the year on owned					
assets	4,600	85,764	73,976	1,978	166,318
Disposals	-	(259,576)	(3,129)	(7,035)	(269,740)
At 31 October 2022	32,967	171,919	376,395	7,812	589,093
Net book value					
At 31 October 2022	329,633	152,103	367,183	471	849,390
At 31 October 2021	334,233	167,551	426,183	2,449	930,416

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 OCTOBER 2022

16.	Debtors		
		2022 £	2021 £
	Trade debtors	25,322,251	27,540,710
	Amounts owed by group undertakings	19,168,839	18,884,232
	Other debtors	1,486,239	1,117,629
	Prepayments and accrued income	176,311	416,462
	Amounts recoverable on long term contracts	621,450	367,620
	Deferred taxation	-	11,596
	·	46,775,090	48,338,249
17.	Cash and cash equivalents		
		2022 £	2021 £
	Cash at bank and in hand	317,503	6,493,300
18.	Creditors: Amounts falling due within one year		
		2022 £	2021 £
	Payments received on account	6,938,906	8,663,694
	Trade creditors	25,203,143	28,680,131
	Amounts owed to group undertakings	1,741,199	3,281,387
	Other taxation and social security	584,646	540,763
	Other creditors	3,115,598	2,275,765
	Accruals and deferred income	260,093	667,155

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 OCTOBER 2022

19.

. Deferred taxation		
	2022 £	2021 £
At beginning of year	11,596	3,031
(Charged)/credited to profit or loss	(24,015)	8,565
At end of year	(12,419)	11,596
The deferred taxation balance is made up as follows:		
	2022 £	2021 £
Accelerated capital allowances	(44,532)	(20,513)
Other timing differences	32,113	32,109
	(12,419)	11,596
. Share capital		
	2022 £	2021 £
Allotted, called up and fully paid		
100 (2021 - 100) Ordinary shares of £1.00 each	100	100

21. Reserves

20.

Profit and loss account

The profit and loss account reserve includes all current and prior period retained profits and losses.

22. **Pension commitments**

The Company participates in the defined contribution pension scheme of its parent company. The assets of the scheme are held separately from those of the Group in an independently administered fund. Pension contributions outstanding at the year end amounted to £129,683 (2021 - £128,512).

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 OCTOBER 2022

23. Commitments under operating leases

At 31 October 2022 the Company had future minimum lease payments due under non-cancellable operating leases for each of the following periods:

	2022	2021
	£	£
Not later than 1 year	636,100	550,777
Later than 1 year and not later than 5 years	1,054,409	940,342
•	1,690,509	1,491,119
		1,401,110

24. Related party transactions

The Company has taken advantage of the provisions of FRS102 s33.1A not to report transactions with fellow Group members wholly owned by the ultimate parent undertaking.

25. Controlling party

The immediate parent company is Briggs & Forrester Group Limited, a company registered in England and Wales.

The ultimate parent company is Briggs & Forrester (UK) Limited, a company registered in England and Wales.

The consolidated accounts of the immediate and ultimate group are available to the public from the Registrar of Companies.

In the opinion of the Directors the ultimate controlling party of the parent company is Briggs & Forrester Employee Ownership Trust.