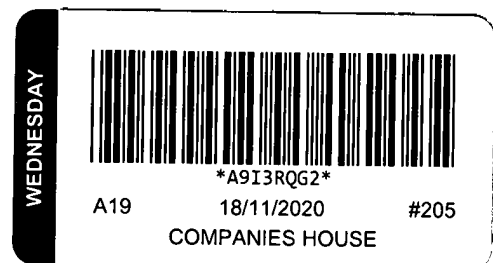

**Motor Neurone Disease (Sales)
Limited**

**Annual Report and Financial Statements
for the Year ended 31 December 2019**

Registered no: 01989172



Motor Neurone Disease (Sales) Limited

Company Information

For the Year ended 31 December 2019

Directors

Neil Fray (*resigned September 16th, 2019*)
David Gray (*resigned August 15th, 2019*)
Charlotte Layton (*resigned July 13th, 2019*)
Richard Coleman
Tim Kidd
Sally Light
Mark Chapman (*from September 16th, 2019*)

Registered Office

Francis Crick House
SummerHouse Road
Moulton Park Industrial Estate
Northampton
NN3 6BF

Auditors

Haysmacintyre LLP
10 Queen Street Place
London
EC4R 1AG

Bankers

Lloyds Bank plc
Public and Community Sector
3rd Floor
25 Gresham Street
London
EC2V 7HN

Motor Neurone Disease (Sales) Limited

Report of the Directors For the year ended 31 December 2019

The directors present their report and the audited financial statements for the year ended 31 December 2019.

Directors

The directors who have held office during the period from 1 January 2019 to the date of this report are shown on page 1.

Principal activities

The company engages in sales of merchandise, challenge events and other services to raise funds for the Motor Neurone Disease Association.

Review of business and future developments

The results for the year are set out in the income statement on page 6.

Donations of £19,570 were received on behalf of the Motor Neurone Disease Association. These are included in Amounts owed to parent company but not as income in these accounts. The donations will be paid to the Association within 9 months of the end of the financial year.

This has been a difficult trading year for the company with a £1,663 loss (2018 : £56,796 profit) being generated in relation to funding the charitable activities of the Motor Neurone Disease Association via: the online shop, Christmas card sales and Challenge Events. In addition to this loss is a corporation tax liability of £10,791 relating to 2018 (due payable in 2020).

2020 is expected to be an equally challenging year for the company due to the impacts of COVID-19 on many of the key fundraising events. Understanding the impact of delayed or cancelled events and ensuring the company recovers the costs it has incurred in supporting these events will be a key determinant of its profitability in 2020. It is expected however that in light of the restrictions from COVID-19 on fundraising events, supporters will be drawn to buy more from the on-line store in support of the charity and so this will bring a potential boost to the income generated in 2020.

Statement of Directors' responsibilities

The directors are responsible for preparing 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 financial statements and then apply them consistently;
- make judgements and accounting estimates that are reasonable and prudent;

- state whether applicable UK Accounting Standards have been followed, subject to any material departures disclosed and explained in the financial statements; and
- 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 of 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/she ought to have taken as a director in order to make him/herself aware of any relevant audit information and to establish that the company's auditors are aware of that information.

Going concern

As stated in note 1 on page 9, the company is a going concern entity for the foreseeable future though with the uncertainty arising from cancelled and postponed events following the COVID-19 pandemic, it will be important for the company to ensure it recovers costs from the MND Association in a timely fashion in order to manage cash flows and that it maximises the revenue opportunities available from its other outlets through the on-line shop and Christmas Card sales.

Auditors

Haysmacintyre LLP will be proposed for re-appointment at the forthcoming Board Meeting.

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

On behalf of the Board:



.....
Richard Coleman
Director
29 September 2020

Motor Neurone Disease (Sales) Limited

REPORT OF THE INDEPENDENT AUDITORS TO THE MEMBERS OF MOTOR NEURONE DISEASE (SALES) LIMITED

Opinion

We have audited the financial statements of Motor Neurone Disease (Sales) Limited (the 'company') for the year ended 31 December 2019 which comprise the Income Statement, the Statement of Financial Position, the 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).

In our opinion, the financial statements:

- give a true and fair view of the state of the company's affairs as at 31 December 2019 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 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 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. 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 directors' report for the financial year for which the financial statements are prepared is consistent with the financial statements; and
- the directors' report has 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 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; or
- the directors were not entitled to prepare the financial statements in accordance with the small companies' regime and take advantage of the small companies' exemptions in preparing the directors' report and from the requirement to prepare a strategic report.

Responsibilities of directors

As explained more fully in the directors' responsibilities statement set out on page 2, the directors are responsible for the preparation of the financial statements and for being satisfied that they give a true and fair view, and for such internal control as the directors determine is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

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

Auditor's responsibilities for the audit of the financial statements

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

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 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.

A handwritten signature in black ink, appearing to read 'K E B T', likely representing Kathryn Burton.

Kathryn Burton (Senior Statutory Auditor)
For and on behalf of Haysmacintyre LLP, Statutory Auditors
10 Queen Street Place
London
EC4R 1AG
29 September 2020

Motor Neurone Disease (Sales) Limited

Income Statement for the year ended 31 December 2019

| | Notes | 2019 £ | 2018 £ |
|--|-------|------------------|------------------|
| Turnover | 1 | 288,365 | 319,138 |
| Cost of sales | | <u>(273,226)</u> | <u>(236,380)</u> |
| Gross profit | | 15,139 | 82,758 |
| Administrative expenses | | <u>(15,932)</u> | <u>(25,071)</u> |
| Operating profit before interest | | (793) | 57,687 |
| Interest receivable and similar income | | 268 | 411 |
| Interest payable and similar charges | | <u>(1,375)</u> | <u>(1,302)</u> |
| Profit on ordinary activities before tax | | (1,900) | 56,796 |
| Tax on profit on ordinary activities | | <u>(10,791)</u> | - |
| Profit for the financial period | | <u>(12,691)</u> | <u>56,796</u> |

All activities are continuing activities. Tax on profit on ordinary activities arose due to the non-payment of the 2018 Gift Aid donation to the MND Association before the 30th September 2019 deadline.

There is no difference between the result disclosed in the income statement and the result on an unmodified historical cost basis.

There was no other comprehensive income for either financial year.

Motor Neurone Disease (Sales) Limited

Statement of financial position as at 31 December 2019

| | Notes | 2019 £ | 2018 £ |
|---|-------|------------------|------------------|
| Current assets | | | |
| Stocks | 3 | 29,478 | 33,125 |
| Debtors and prepayments | 4 | 245,458 | 146,674 |
| Cash at bank and in hand | | 62,695 | 83,454 |
| | | <u>337,631</u> | <u>263,253</u> |
| Creditors: amounts falling due within one year | 5 | <u>(250,119)</u> | <u>(163,050)</u> |
| Net assets | | <u>87,512</u> | <u>100,203</u> |
| Capital and reserves | | | |
| Called up share capital | 6 | 2 | 2 |
| Profit and loss account | | 87,510 | 100,201 |
| Equity shareholders' funds | 7 | <u>87,512</u> | <u>100,203</u> |

The financial statements have been prepared in accordance with the provisions applicable to Companies subject to the small companies' regime and with FRS102 Section 1A.

The financial statements were approved by the Board of Directors on 29 September 2020 and were signed on its behalf on by:



Richard Coleman
Director

The notes on pages 9 to 11 form part of these financial statements.

Motor Neurone Disease (Sales) Limited

Statement of changes in equity for the year ended 31 December 2019

| | Called up share capital £ | Profit and loss account £ | Total equity £ |
|---|---------------------------------|---------------------------------|----------------------|
| Balance at 1 st January 2019 | 2 | 100,201 | 100,203 |
| Profit for year | - | (12,691) | (12,691) |
| Gift Aid donation to parent charitable company | - | - | - |
| Balance at 31st December 2019 | 2 | 87,510 | 87,512 |

Statement of changes in equity for the year ended 31 December 2018

| | Called up share capital £ | Profit and loss account £ | Total equity £ |
|---|---------------------------------|---------------------------------|----------------------|
| Balance at 1 st January 2018 | 2 | 43,405 | 43,407 |
| Profit for the year | - | 56,796 | 56,796 |
| Gift Aid donation to parent charitable company | - | - | - |
| Balance at 31st December 2018 | 2 | 100,201 | 100,203 |

Motor Neurone Disease (Sales) Limited

Notes to the Financial Statements for the year ended 31 December 2019

1 Accounting policies

Statutory information

The Motor Neurone Disease (Sales) Limited is a private company, limited by shares, domiciled in England and Wales, registration number 01989172. The registered office is Francis Crick House, Summerhouse Road, Moulton Park Industrial Estate, Northampton, NN3 6BF.

Accounting convention

The financial statements have been prepared in accordance with the historical cost convention and in accordance with FRS 102 Section 1A.

The financial statements are presented in sterling.

Going concern

The financial statements have been prepared on the going concern basis. The Company has sufficient working capital and the financial performance for the year is in line with the directors' expectations. The parent undertaking has agreed to provide the necessary support if required to enable the Company to continue with its operations for a period of at least 12 months from the approval of the accounts and so a going concern basis remains appropriate.

Turnover

Turnover consists of income derived from the normal operating activities of the company during the year, net of discounts and VAT.

Income comprises event income, sponsorship income and exhibitor fees. Income is also generated from the sale of goods including Christmas cards via the online shop and also through selected outlets across England and Wales.

Income received for events which are taking place after the balance sheet date is carried forward in the balance sheet as deferred income.

Expenditure

Expenditure is charged to the income statement in the period in which it relates to on an accruals' basis. Expenditure which is incurred but relates to a period after the balance sheet date is carried forward in the balance sheet as a prepayment. Stocks are stated at the lower of cost and net realisable value. In general, cost is determined on a first in first out basis and includes transport and handling costs. Net realisable value is the price at which stocks can be sold in the normal course of business after allowing for the costs of realisation. Provision is made where necessary for obsolete, slow moving and defective stocks.

Gift Aid

The Company has a policy of paying all its taxable profits to its parent, Motor Neurone Disease Association, under Gift Aid. These Gift Aid payments are now recognised as distributions through equity, rather than as an expense through the profit and loss account. However the 2018 profit was retained bearing a corporation tax liability.

Motor Neurone Disease (Sales) Limited

Notes to the Financial Statements for the year ended 31 December 2019

1 Accounting policies (continued)

Debtors

Short term debtors are measured at their transaction price, less any impairment.

Creditors

Short term creditors are measured at the transaction price. Other financial liabilities are measured at fair value.

Cash and cash equivalents

Cash and cash equivalents include cash at bank and in hand.

Deferred tax

Deferred tax is recognised in respect of all timing differences that have originated but not reversed at the balance sheet date, except that a deferred tax asset is only recognised to the extent it is recoverable. Deferred tax is measured using the tax rate that is expected to apply in the periods in which the timing differences are expected to reverse.

2 Average number of employees

The average number of employees was nil (2018: nil).

3 Stock

| | 2019 £ | 2018 £ |
|------------------|---------------|---------------|
| Goods for resale | <u>29,478</u> | <u>33,125</u> |

4 Debtors: Amounts falling due within one year

| | 2019 £ | 2018 £ |
|---------------------------------|----------------|----------------|
| Other debtors | 87,610 | 33,865 |
| Amounts due from parent company | 14,676 | 21,658 |
| Prepayments | 143,172 | 91,151 |
| | <u>245,458</u> | <u>146,674</u> |

Motor Neurone Disease (Sales) Limited

Notes to the Financial Statements for the year ended 31 December 2019

5 Creditors: amounts falling due within one year

| | 2019 £ | 2018 £ |
|--------------------------------|----------------|----------------|
| Trade creditors | 33,600 | 43,067 |
| Loan due to parent company | 50,000 | 50,000 |
| Amounts owed to HMRC | 9,909 | 10,832 |
| Amounts owed to parent company | 19,890 | 38,724 |
| Accruals and other creditors | 29,615 | 5,643 |
| Deferred income | 107,105 | 14,784 |
| | <u>250,119</u> | <u>163,050</u> |

6 Share Capital

| | 2019 £ | 2018 £ |
|---|-----------|-----------|
| Allotted, called up and fully paid share capital: 2 ordinary shares of £1 each | <u>2</u> | <u>2</u> |

7 Ultimate parent undertaking

The ultimate parent company is Motor Neurone Disease Association, registered office Francis Crick House, Summerhouse Road, Moulton Industrial Park, Northampton, NN3 6BJ, which is registered in England and Wales.

8 Related parties

MND (Sales) Limited is 100% owned by the Motor Neurone Disease Association. These results are consolidated within the accounts of the parent undertaking. The company has taken advantage of the exemption available under FRS102 Section 33 and not disclosed related party transactions with its parent. The company is aware of the additional risks that the COVID-19 virus will bring in 2020 and will work with the parent to ensure that the impact of the virus on cancelled events and other activities does not have a detrimental impact on the Sales Company.

Motor Neurone Disease (Sales) Limited

Detailed income statements for the year ended 31 December 2019

| | 2019 £ | 2018 £ |
|----------------------------------|-----------|-----------|
| Sales (cards etc.) | 157,846 | 193,295 |
| Challenge Event income | 132,913 | 122,990 |
| Broad Appeal | (4,819) | 99 |
| Sponsorship income | 2,425 | 2,753 |
| | <hr/> | <hr/> |
| Total | 288,365 | 319,138 |
| | <hr/> | <hr/> |
| Opening stock | 33,125 | 30,839 |
| Purchases | 95,285 | 112,061 |
| | <hr/> | <hr/> |
| | 128,410 | 142,900 |
| Less: Closing stock | 29,477 | 33,125 |
| | <hr/> | <hr/> |
| | 98,933 | 109,775 |
| Challenge Event costs | 174,293 | 126,605 |
| | <hr/> | <hr/> |
| Cost of sales | 273,226 | 236,380 |
| | <hr/> | <hr/> |
| Gross profit | 15,139 | 82,758 |
| Interest received | 268 | 411 |
| | <hr/> | <hr/> |
| | 15,407 | 83,169 |
| | <hr/> | <hr/> |
| Rent | - | 900 |
| Recharged staff time | 14,528 | 17,566 |
| Legal and professional fees | 1,404 | 1,170 |
| Loan interest | 1,375 | 1,302 |
| Sundry expenses | - | 5,435 |
| | <hr/> | <hr/> |
| | 17,307 | 26,373 |
| Surplus / (loss) before taxation | (1,900) | 56,796 |
| | <hr/> | <hr/> |
| Less: 2018 Corporation Tax | (10,791) | - |
| | <hr/> | <hr/> |
| | (12,691) | 56,796 |
| | <hr/> | <hr/> |

NOT FOR PUBLICATION