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**Motor Neurone Disease (Sales)  
Limited**

**Annual Report and Financial Statements  
for the Year ended 31 December 2021**

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Registered no: 01989172



# **Motor Neurone Disease (Sales) Limited**

## **Company Information For the Year ended 31 December 2021**

### **Directors**

Richard Coleman  
Tim Kidd (Resigned 31 July 2021)  
Sally Light  
Mark Chapman  
James Marshall (Appointed 1 August 2021)

### **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  
3<sup>rd</sup> Floor  
25 Gresham Street  
London  
EC2V 7HN

# **Motor Neurone Disease (Sales) Limited**

## **Report of the Directors For the year ended 31 December 2021**

The directors present their report and the audited financial statements for the year ended 31 December 2021.

### **Directors**

The directors who have held office during the period from 1 January 2021 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.

Trading in 2021 saw the full impact of the pandemic with many of the planned challenge events cancelled or postponed and this had a significant impact on revenue in the year. On-line sales were also hit as the fulfilment provider responsible for the on-line shop was changed mid-year leading to an 8-week period of very limited activity during this period. Cost of Sales were reduced due to the delayed events but higher than anticipated costs relating to 2020 from our Christmas Card sales channel were incurred and these costs combined with the drop in income led to a difficult trading year for the company with a profit of just £946 (2020: £39,534). Turnover in 2022 is expected to approach the pre-pandemic levels as many of the postponed challenge events take place, the new fulfilment provider leads to an anticipated increase in on-line sales and alternative, more cost-effective channels for Christmas card sales are explored.

### **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
- 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 10, the company is a going concern entity for the foreseeable future.

### **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 Directors:**



Richard Coleman  
**Director**  
27th May 2022

## **Motor Neurone Disease (Sales) Limited**

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

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#### **Opinion**

We have audited the financial statements of Motor Neurone Disease (Sales) Limited (the 'company') for the year ended 31 December 2021 which comprise the Profit and Loss account, Balance sheet, 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 2021 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 Auditor's responsibilities for the audit of the financial statements section of our report. We are independent of the company in accordance with the ethical requirements that are relevant to our audit of the financial statements in the UK, including the FRC's Ethical Standard, and we have fulfilled our other ethical responsibilities in accordance with these requirements. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

#### **Conclusions relating to going concern**

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

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

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

#### **Other information**

The 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.

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:

Based on our understanding of the company and industry, we identified that the principal risks of non-compliance with laws and regulations related to the running of fundraising events together with online merchandise sales, and we considered the extent to which non-compliance might have a material effect on the financial statements. We also considered those laws and regulations that have a direct impact on the preparation of the financial statements such as the Companies Act 2006 and the taxation environment.

We evaluated management's incentives and opportunities for fraudulent manipulation of the financial statements (including the risk of override of controls), and determined that the principal risks were related to posting inappropriate journal entries to revenue and management bias in accounting estimates. Audit procedures performed by the engagement team included:

- Inspecting correspondence with regulators and tax authorities;
- Discussions with management including consideration of known or suspected instances of non-compliance with laws and regulation and fraud;
- Evaluating management's controls designed to prevent and detect irregularities;
- Identifying and testing journals, in particular journal entries posted with unusual descriptions, unusual amounts or containing key words in the description; and
- Challenging assumptions and judgements made by management in their critical accounting estimates

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](http://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.



Kathryn Burton (Senior Statutory Auditor)  
For and on behalf of Haysmacintyre LLP  
Statutory Auditors

**21 June 2022**

10 Queen Street Place  
London  
EC4R 1AG

# Motor Neurone Disease (Sales) Limited

## Income Statement for the year ended 31 December 2021

	Notes	2021 £	2020 £
Turnover	1	<b>143,338</b>	251,549
Cost of sales		<b>(121,698)</b>	(168,221)
Gross profit		<b>21,640</b>	83,328
Administrative expenses		<b>(19,682)</b>	(42,950)
Operating profit before interest		<b>1,958</b>	40,378
Interest receivable and similar income		<b>38</b>	206
Interest payable and similar charges		<b>(1,050)</b>	(1,050)
Profit on ordinary activities before tax		<b>946</b>	39,534
Tax on profit on ordinary activities		-	-
Profit for the financial period		<b>946</b>	39,534

All activities are continuing activities.

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 2021

	Notes	2021 £	2020 £
<b>Current assets</b>			
Stocks	3	22,034	31,413
Debtors and prepayments	4	45,480	65,875
Cash at bank and in hand		82,115	173,403
		<u>149,629</u>	<u>270,691</u>
<b>Creditors: amounts falling due within one year</b>	5	<u>(61,162)</u>	<u>(143,818)</u>
<b>Net assets</b>		<u>88,467</u>	<u>126,873</u>
<b>Capital and reserves</b>			
Called up share capital	6	2	2
Profit and loss account		88,465	126,871
Equity shareholders' funds	7	<u>88,467</u>	<u>126,873</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 27th May 2022 and were signed on its behalf on by:



Richard Coleman  
Director

The notes on pages 10 to 12 form part of these financial statements.

# Motor Neurone Disease (Sales) Limited

## Statement of changes in equity for the year ended 31 December 2021

	Called up share capital £	Profit and loss account £	Total equity £
Balance at 1 <sup>st</sup> January 2021	2	126,880	<b>126,882</b>
Profit for year transferable in 2022	-	946	<b>946</b>
Prior Year Profit Gift Aid donation to parent charitable company	-	(39,361)	<b>(39,361)</b>
<b>Balance at 31<sup>st</sup> December 2021</b>	<b>2</b>	<b>88,465</b>	<b>88,467</b>

## Statement of changes in equity for the year ended 31 December 2020

	Called up share capital £	Profit and loss account £	Total equity £
Balance at 1 <sup>st</sup> January 2020	2	87,510	<b>87,512</b>
Profit for the year	-	39,361	<b>39,631</b>
Gift Aid donation to parent charitable company	-	-	<b>-</b>
<b>Balance at 31<sup>st</sup> December 2020</b>	<b>2</b>	<b>126,871</b>	<b>126,873</b>

# Motor Neurone Disease (Sales) Limited

## Notes to the Financial Statements for the year ended 31 December 2021

### 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.

#### Stock

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.

# Motor Neurone Disease (Sales) Limited

## Notes to the Financial Statements for the year ended 31 December 2021

### 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 (2020: nil).

### 3 Stock

	2021 £	2020 £
Goods for resale	<u>22,034</u>	<u>31,413</u>

### 4 Debtors: Amounts falling due within one year

	2021 £	2020 £
Trade debtors	27,053	-
Other debtors	-	44,667
Amounts due from parent company	18,427	17,758
Prepayments	-	3,450
	<u>45,480</u>	<u>65,875</u>

# Motor Neurone Disease (Sales) Limited

## Notes to the Financial Statements for the year ended 31 December 2021

### 5 Creditors: amounts falling due within one year

	2021	2020
	£	£
Trade creditors	-	23,361
Loan due to parent company	-	50,000
Amounts owed to HMRC	5,424	11,084
Amounts owed to parent company	19,218	3,080
Accruals and other creditors	36,520	38,674
Deferred income	-	17,619
	<u>61,162</u>	<u>143,818</u>

### 6 Share Capital

	2021	2020
	£	£
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.