# STRATEGIC REPORT, REPORT OF THE DIRECTORS AND FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2018 FOR

ADVANCED LOGISTICS FOR AEROSPACE UK LTD





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### ADVANCED LOGISTICS FOR AEROSPACE UK LTD

# COMPANY INFORMATION FOR THE YEAR ENDED 31 DECEMBER 2018

**DIRECTORS:** 

Mr A Varini

Mr V Genna

Mr F Scannapieco Mr G Di Capua

**REGISTERED OFFICE:** 

1 Lyon Road

Walton on Thames

Surrey KT12 3PU

**REGISTERED NUMBER:** 

02265000 (England and Wales)

**AUDITORS:** 

Lawes & Co UK Limited

Boyce's Building 40-42 Regent Street

Clifton Bristol BS8 4HU

### STRATEGIC REPORT FOR THE YEAR ENDED 31 DECEMBER 2018

The directors present their strategic report for the year ended 31 December 2018.

### **REVIEW OF BUSINESS**

The Company's level of turnover decreased by 16% compared with 2017. A contributing factor was the SAP software implementation from the previous year where the company experienced a shortfall in order intake. However, margins increased from 32% in 2017 to 34% in 2018.

As a result of the reduced turnover, the company took the opportunity to reduce its overheads within the business accordingly. The company finished the year with a strong quarter 4 in revenue and bookings. The company also secured a new 3 year LTA with a strategic customer for £1.7m.

The company continued to invest in stocking fast moving and strategic parts to maintain its level of performance. The company is optimistic that going into 2019 this lean period is now behind it and expects to see good growth again as it works towards new contracts, regions and markets.

### PRINCIPAL RISKS AND UNCERTAINTIES

As for many businesses of our size, the business environment in which we operate continues to be challenging. With these risks and uncertainties in mind, we are satisfied with the level of trading that has been achieved this year and continue to forecast slow but steady growth over the next year.

ON BEHALF OF THE BOARD:

1

Mr F Scannapieco -

Date:

### REPORT OF THE DIRECTORS FOR THE YEAR ENDED 31 DECEMBER 2018

The directors present their report with the financial statements of the company for the year ended 31 December 2018.

#### **DIVIDENDS**

No dividends will be distributed for the year ended 31 December 2018.

#### **DIRECTORS**

The directors shown below have held office during the whole of the period from 1 January 2018 to the date of this report.

Mr A Varini Mr V Genna Mr F Scannapieco Mr G Di Capua

#### STATEMENT OF DIRECTORS' RESPONSIBILITIES

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

Company law requires the directors to prepare financial statements for each financial year. Under that law the directors have elected to prepare the financial statements in accordance with United Kingdom Generally Accepted Accounting Practice (United Kingdom Accounting Standards and applicable law). Under company law the directors must not approve the financial statements unless they are satisfied that they give a true and fair view of the state of affairs of the company and of the profit or loss of the company for that period. In preparing these financial statements, the directors are required to:

- select suitable accounting policies and then apply them consistently;
- make judgements and accounting estimates that are reasonable and prudent;
- prepare the financial statements on the going concern basis unless it is inappropriate to presume that the company will continue in business.

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

### STATEMENT AS TO DISCLOSURE OF INFORMATION TO AUDITORS

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



# REPORT OF THE DIRECTORS FOR THE YEAR ENDED 31 DECEMBER 2018

### **AUDITORS**

The auditors, Lawes & Co UK Limited, will be proposed for re-appointment at the forthcoming Annual General Meeting.

ON BEHALF OF THE BOARD:

Mr F Scannapieco - Director

Date: 27/5/19

### REPORT OF THE INDEPENDENT AUDITORS TO THE MEMBERS OF ADVANCED LOGISTICS FOR AEROSPACE UK LTD

#### Opinion

We have audited the financial statements of Advanced Logistics for Aerospace UK Ltd (the 'company') for the year ended 31 December 2018 which comprise the Income Statement, Other Comprehensive Income, Balance Sheet, Statement of Changes in Equity, Cash Flow Statement and Notes to the Cash Flow Statement, 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 2018 and of its profit for the year then ended;
- have been properly prepared in accordance with United Kingdom Generally Accepted Accounting Practice; and
- have been prepared in accordance with the requirements of the Companies Act 2006.

#### Basis for opinion

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

#### Conclusions relating to going concern

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

- the directors' use of the going concern basis of accounting in the preparation of the financial statements is not appropriate; or
- the directors have not disclosed in the financial statements any identified material uncertainties that may cast significant doubt about the company's ability to continue to adopt the going concern basis of accounting for a period of at least twelve months from the date when the financial statements are authorised for issue.

#### Other information

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

Our opinion on the financial statements does not cover the other information and we do not express any form of assurance conclusion thereon.

In connection with our audit of the financial statements, our responsibility is to read the other information and, in doing so, consider whether the other information is materially inconsistent with the financial statements or our knowledge obtained in the audit or otherwise appears to be materially misstated. If, based on the work we have performed, we conclude that there is a material misstatement of this other information, we are required to report that fact. We have nothing to report in this regard.



### REPORT OF THE INDEPENDENT AUDITORS TO THE MEMBERS OF ADVANCED LOGISTICS FOR AEROSPACE UK LTD

#### 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 Report of the Directors for the financial year for which the financial statements are prepared is consistent with the financial statements; and
- the Strategic Report and the Report of the Directors 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 Report of the Directors.

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

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

#### Responsibilities of directors

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

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

#### Auditors' responsibilities for the audit of the financial statements

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

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



# REPORT OF THE INDEPENDENT AUDITORS TO THE MEMBERS OF ADVANCED LOGISTICS FOR AEROSPACE UK LTD

### 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 a Report of the Auditors and for no other purpose. To the fullest extent permitted by law, we do not accept or assume responsibility to anyone other than the company and the company's members as a body, for our audit work, for this report, or for the opinions we have formed.

Paul Freeman BA FCA FCCA (Senior Statutory Auditor)

for and on behalf of Lawes & Co UK Limited

Boyce's Building 40-42 Regent Street Clifton

Clifton Bristol BS8 4HU

Date: 29/5/19

# INCOME STATEMENT FOR THE YEAR ENDED 31 DECEMBER 2018

	Notes	31.12.18 £	31.12.17 £
TURNOVER		10,797,627	12,626,853
Cost of sales		7,101,806	8,535,219
GROSS PROFIT		3,695,821	4,091,634
Administrative expenses		2,813,247	3,551,211
OPERATING PROFIT	4	882,574	540,423
Exceptional items	5	25,077	
		857,497	540,423
Interest receivable and similar income		2,871	
		860,368	540,423
Interest payable and similar expenses	6	338,327	165,781
PROFIT BEFORE TAXATION		522,041	374,642
Tax on profit	7	99,465	48,737
PROFIT FOR THE FINANCIAL YE	EAR	422,576	325,905



### OTHER COMPREHENSIVE INCOME FOR THE YEAR ENDED 31 DECEMBER 2018

	Notes		31.12.18 £	31.12.17 £
PROFIT FOR THE YEAR		•	422,576	325,905
OTHER COMPREHENSIVE INCO	ME		-	
TOTAL COMPREHENSIVE INCO FOR THE YEAR	ME		422,576	325,905

### BALANCE SHEET 31 DECEMBER 2018

		31.1	2.18	31.1	2.17
	Notes	£	£	£	£
FIXED ASSETS					
Tangible assets	8	•	239,303		374,873
CURRENT ASSETS					
Stocks	9	7,583,493		7,263,968	
Debtors	10	4,931,445		4,031,533	
Cash at bank		90,428		1,009,858	
		12,605,366		12,305,359	
CREDITORS	4.4	6 029 202		6.050.615	
Amounts falling due within one year	11	6,928,203		6,950,615	
NET CURRENT ASSETS			5,677,163		5,354,744
TOTAL ASSETS LESS CURRENT					
LIABILITIES			5,916,466		5,729,617
CREDITORS					
Amounts falling due after more than					
one year	12		(220,000)		(440,000)
PROVISIONS FOR LIABILITIES	14		(10,392)		(26,119)
NET ASSETS			5,686,074		5,263,498
NET AGGETO			=======================================		=======================================
CAPITAL AND RESERVES					
Called up share capital	15		100,000		100,000
Retained earnings	16		5,586,074		5,163,498
SHAREHOLDERS' FUNDS			5,686,074		5,263,498

Mr F Scannapieco - Director

### STATEMENT OF CHANGES IN EQUITY FOR THE YEAR ENDED 31 DECEMBER 2018

	Called up share capital £	Retained earnings £	Total equity £
Balance at 1 January 2017	100,000	4,837,593	4,937,593
Changes in equity Total comprehensive income  Balance at 31 December 2017	100,000	325,905 5,163,498	325,905 
			<del></del>
Changes in equity Total comprehensive income		422,576	422,576
Balance at 31 December 2018	100,000	5,586,074	5,686,074

# CASH FLOW STATEMENT FOR THE YEAR ENDED 31 DECEMBER 2018

	Notes	31.12.18 £	31.12.17 £
Cash flows from operating activiti		2	<i>ــ</i>
	t5 1	(556,346)	1,287,630
Cash generated from operations	ı	The state of the s	
Interest paid		(338,327)	(165,781)
Tax paid		(27,628)	<u> </u>
Net cash from operating activities		(922,301)	1,121,849
Cash flows from investing activities Purchase of tangible fixed assets Sale of tangible fixed assets	es	- -	(480,293) 1,025
Interest received		2,871	<del>-</del>
Net cash from investing activities		2,871	(479,268)
(Decrease)/increase in cash and cash and cash equivalents at	ash equivalents	(919,430)	642,581
beginning of year	2	1,009,858	367,277
Cash and cash equivalents at end			
of year	2	90,428	1,009,858



# NOTES TO THE CASH FLOW STATEMENT FOR THE YEAR ENDED 31 DECEMBER 2018

# 1. RECONCILIATION OF PROFIT BEFORE TAXATION TO CASH GENERATED FROM OPERATIONS

•	31.12.18	31.12.17
·	£	£
Profit before taxation	522,041	374,642
Depreciation charges	135,570	139,694
Finance costs	338,327	165,781
Finance income	(2,871)	
	993,067	680,117
Increase in stocks	(319,525)	(181,815)
Increase in trade and other debtors	(899,912)	(373,520)
(Decrease)/increase in trade and other creditors	(329,976)	1,162,848
Cash generated from operations	(556,346)	1,287,630

### 2. CASH AND CASH EQUIVALENTS

The amounts disclosed on the Cash Flow Statement in respect of cash and cash equivalents are in respect of these Balance Sheet amounts:

### Year ended 31 December 2018

Cash and cash equivalents	31.12.18 £ 90,428	1.1.18 £ 1,009,858
Year ended 31 December 2017		
	31.12.17 £	1.1.17 £
Cash and cash equivalents	1,009,858	367,277



### NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2018

#### 1. STATUTORY INFORMATION

Advanced Logistics for Aerospace UK Ltd is a private company, limited by shares, registered in England and Wales. The company's registered number and registered office address can be found on the Company Information page.

#### 2. ACCOUNTING POLICIES

#### Basis of preparing the financial statements

These financial statements have been prepared in accordance with Financial Reporting Standard 102 "The Financial Reporting Standard applicable in the UK and Republic of Ireland" and the Companies Act 2006. The financial statements have been prepared under the historical cost convention.

### Preparation of consolidated financial statements

The financial statements contain information about Advanced Logistics for Aerospace UK Ltd as an individual company and do not contain consolidated financial information as the parent of a group. The company is exempt under Section 400 of the Companies Act 2006 from the requirements to prepare consolidated financial statements as it and its subsidiary undertakings are included by full consolidation in the consolidated financial statements of its parent, Stag Group Limited, 1 Lyon Road, Walton on Thames, Surrey, KT12 3PU.

### Turnover

Turnover is measured at the fair value of the consideration received or receivable, excluding discounts, rebates, value added tax and other sales taxes.

### Tangible fixed assets

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

Fixtures, fittings & equipment

- 25% on cost

Computer equipment

- 25% on cost

#### **Stocks**

Stocks are valued at the lower of cost and net realisable value, after making due allowance for obsolete and slow moving items.

#### Hire purchase and leasing commitments

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

### Foreign currencies

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

### Investments

Investments are valued at cost less provision for impairment.

#### Pensions

The company operates a defined contribution pension scheme, and the pension charge represents the amounts paid by the company to the fund in respect of the year.



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# NOTES TO THE FINANCIAL STATEMENTS - continued FOR THE YEAR ENDED 31 DECEMBER 2018

### 2. ACCOUNTING POLICIES - continued

### **Deferred taxation**

Full provision is made at current tax rates in respect of any material timing differences that have originated but not reversed at the Balance Sheet date.

31.12.18

31.12.18

31.12.17

31.12.17

### 3. EMPLOYEES AND DIRECTORS

	£	£
Wages and salaries	1,416,276	1,543,890
Social security costs	144,323	162,090
Other pension costs	116,843	92,870
	1,677,442	1,798,850
The average number of employees during the year was as follows:		
	31.12.18	31.12.17
Sales & administration staff	41	42
		===
	31.12.18	31.12.17
	£	£
Directors' remuneration	-	-
	===	

### 4. OPERATING PROFIT

The operating profit is stated after charging:

			£	£
	Hire of plant and machinery	ช์	12,942	9,349
	Depreciation - owned assets		135,570	139,694
	Auditors' remuneration		21,500	18,000
5.	EXCEPTIONAL ITEMS			
			31.12.18	31.12.17
	·	·	£	£
	Exceptional items		(25,077)	-

During the year the following exceptional expenses were incurred;

Ex-gratia payments £6,899 Redundancy payments £18,178



### NOTES TO THE FINANCIAL STATEMENTS - continued FOR THE YEAR ENDED 31 DECEMBER 2018

### 6. INTEREST PAYABLE AND SIMILAR EXPENSES

	31.12.18	31.12.17
	£	£
Bank interest	17,089	97,043
Customs & Excise interest	3,236	-
Other Interest	85,296	-
Foreign exchange (gain)/Loss	232,706	68,738
	338,327	165,781

### 7. TAXATION

### Analysis of the tax charge

The tax charge on the profit for the year was as follows:

Command days	31.12.18 £	31.12.17 £
Current tax: UK corporation tax	115,192	27,628
Deferred tax	(15,727)	21,109
Tax on profit	99,465	48,737

### Reconciliation of total tax charge included in profit and loss

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

	31.12.18 £	31.12.17 £
Profit before tax	522,041	374,642
Profit multiplied by the standard rate of corporation tax in the UK of 19% (2017 - 19.247%)	99,188	72,107
Effects of: Expenses not deductible for tax purposes Depreciation for period in excess of capital allowances assets	428 18,058	348 (21,637)
Group loss relief Losses carried forward Deferred Tax	(2,482) - (15,727)	(23,189) 21,108
Total tax charge	99,465	48,737



# NOTES TO THE FINANCIAL STATEMENTS - continued FOR THE YEAR ENDED 31 DECEMBER 2018

### 8. TANGIBLE FIXED ASSETS

8.	I ANGIBLE FIXED ASSETS	Fixtures, fittings & equipment £	Computer equipment £	Totals £
	COST	2.	<i>L</i> .	2
	At 1 January 2018 Disposals	111,916 (12,270)	537,748 -	649,664 (12,270)
	At 31 December 2018	99,646	537,748	637,394
	DEPRECIATION At 1 January 2018 Charge for year Eliminated on disposal	106,489 4,379 (12,270)	168,302 131,191 -	274,791 135,570 (12,270)
	At 31 December 2018	98,598	299,493	398,091
	NET BOOK VALUE At 31 December 2018	1,048	238,255	239,303
	At 31 December 2017	5,427	369,446	374,873
9.	STOCKS		31.12.18	31.12.17
	Stocks	-	£ 7,583,493 	£ 7,263,968
10.	DEBTORS: AMOUNTS FALLING DUE WITHIN ONE	YEAR		
			31.12.18	31.12.17
	Trade debtors Other debtors Prepayments		£ 2,383,897 2,513,160 34,388	£ 2,013,833 1,985,878 31,822
			1,931,445	4,031,533
		_	<u> </u>	

# NOTES TO THE FINANCIAL STATEMENTS - continued FOR THE YEAR ENDED 31 DECEMBER 2018

### 11. CREDITORS: AMOUNTS FALLING DUE WITHIN ONE YEAR

	31.12.18 £	31.12.17 £
Bank loans and overdrafts (see note		
13)	219,994	210,000
Trade creditors	1,052,745	1,225,053
Tax	115,192	27,628
Social security and other taxes	34,303	40,393
VAT	186,964	237,876
Factoring Company	1,202,368	530,456
Other creditors	3,702,956	4,217,631
Accrued expenses	413,681	461,578
	6,928,203	6,950,615
	<del></del>	

The company's parent company, STAG Group Limited, has a loan from Barclays bank which is secured by an unlimited guarantee by Advanced Logistics for Aerospace (UK) Ltd dated 25 August 2016.

### 12. CREDITORS: AMOUNTS FALLING DUE AFTER MORE THAN

	ONE YEAR	31.12.18	31.12.17
	Bank loans (see note 13)	£ 220,000	£ 440,000
13.	LOANS		
	An analysis of the maturity of loans is given below:		
		31.12.18 £	31.12.17 £
	Amounts falling due within one year or on demand: Bank loan	219,994	210,000
	Amounts falling due between one and two years: Bank loans - 1-2 years	220,000	220,000
	Amounts falling due between two and five years: Bank loan due in 2 to 5 years	-	220,000
14.	PROVISIONS FOR LIABILITIES	31.12.18 £	31.12.17
	Deferred tax	10,392 ———	£ 26,119



### NOTES TO THE FINANCIAL STATEMENTS - continued FOR THE YEAR ENDED 31 DECEMBER 2018

### 14. PROVISIONS FOR LIABILITIES - continued

					Deferred tax £
	Balance at Provided du	1 January 2018 uring year			26,119 (15,727)
	Balance at	31 December 2018			10,392
15.	CALLED U	P SHARE CAPITAL			
	Allotted, iss	ued and fully paid:			
	Number:	Class:	Nominal value:	31.12.18 £	31.12.17 £
	100,000	Ordinary	£1	100,000	100,000
16.	RESERVES	5			
					Retained earnings £
	At 1 Januar Profit for the				5,163,498 422,576

### 17. RELATED PARTY DISCLOSURES

At 31 December 2018

During the year, the company traded with SpecTech France SAS (STF), a fully owned subsidiary of STAG Group Limited. Sales to and purchases from STF during the year amounted to £84,336 and £97,464 respectively (2017 £282,130 and £46,892). At the balance sheet date, STF owed the company £491,406 (2017 -£50,218).

During the year, the company advanced £12,111 to STAG Group Limited. At the year end, the company was owed £1,965,025 (2017 £1,952,914) by STAG Group Limited.

At the 31 December 2018, Spectech Aerospace LLC (SAL) was owed £NIL by the company (2017 £1,384- but a 100% provision was included against this amount).

In June 2016, the parent company, STAG Group Limited, was purchased by Advanced Logistics for Aerospace SPA (ALAS). During the year, sales to and purchases from ALAS were £138,713 and £460,573 respectively. At the balance sheet date, loans from ALAS to the company and still to be repaid amounted to £3,655,781 (2017 £4,203,503).



5,586,074

### NOTES TO THE FINANCIAL STATEMENTS - continued FOR THE YEAR ENDED 31 DECEMBER 2018

### 18. ULTIMATE CONTROLLING PARTY

Advanced Logistics for Aerospace SPA, a company registered in Italy, is the ultimate parent company as it holds 100% of the share capital in STAG Group Limited which in turn owns 100% of the share capital in Advanced Logistics for Aerospace (UK) Ltd.

There is no ultimate controlling party.

