Registered number: 02534965

P J HAYMAN & COMPANY LIMITED

DIRECTORS' REPORT AND FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 MARCH 2016



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COMPANY INFORMATION

Directors

P J Hayman J C Speers R Rüpal

Company secretary

R Rupal

Registered number

02534965

Registered office

Stansted House Rowlands Castle

Hampshire PO9 6DX

Independent auditors

PKF Littlejohn LLP Statutory Auditor 1 Westferry Circus Canary Wharf

London E14 4HD

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DIRECTORS' REPORT FOR THE YEAR ENDED 31 MARCH 2016

The directors present their report and the financial statements for the year ended 31 March 2016.

Principal activity

The principal activity of the Company was that of an insurance intermediary.

Results and dividends

The profit for the year, after taxation, amounted to £166,711 (2015 - £129,599).

A dividend of £400,000 (2015 - £nil) was proposed and paid in the year.

Directors

The directors who served during the year were:

P J Hayman J C Speers R Rupal

Disclosure of information to auditors

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 auditors are 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 auditors are aware of that information.

Small Company Exemption

This report is prepared in accordance with the small companies regime under the Companies Act 2006.

Auditors

The auditors, PKF Littlejohn LLP, will be proposed for reappointment in accordance with section 485 of the Companies Act 2006.

This report was approved by the board on 11 October 2016 and signed on its behalf.

R Rupal Director

DIRECTORS' RESPONSIBILITIES STATEMENT FOR THE YEAR ENDED 31 MARCH 2016

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'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 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.

INDEPENDENT AUDITORS' REPORT TO THE SHAREHOLDERS OF P J HAYMAN & COMPANY LIMITED

We have audited the financial statements of P J Hayman & Company Limited for the year ended 31 March 2016, set out on pages 5 to 19. The relevant financial reporting framework that has been applied in their preparation is the Companies Act 2006 and the 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'.

This report is made solely to the Company's shareholders, 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 shareholders those matters we are required to state to them in an Auditors' 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 shareholders as a body, for our audit work, for this report, or for the opinions we have formed.

Respective responsibilities of Directors and Auditors

As explained more fully in the Directors' Responsibilities Statement 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. Our responsibility is to audit and express an opinion on the financial statements in accordance with applicable law and International Standards on Auditing (UK and Ireland). Those standards require us to comply with the Financial Reporting Council's Ethical Standards for Auditors.

Scope of the audit of the financial statements

An audit involves obtaining evidence about the amounts and disclosures in the financial statements sufficient to give reasonable assurance that the financial statements are free from material misstatement, whether caused by fraud or error. This includes an assessment of whether the accounting policies are appropriate to the Company's circumstances and have been consistently applied and adequately disclosed; the reasonableness of significant accounting estimates made by the directors; and the overall presentation of the financial statements. In addition, we read all the financial and non-financial information in the Directors' Report to identify material inconsistencies with the audited financial statements and to identify any information that is apparently materially incorrect based on, or materially inconsistent with, the knowledge acquired by us in the course of performing the audit. If we become aware of any apparent material misstatements or inconsistencies we consider the implications for our report.

Opinion on financial statements

In our opinion the financial statements:

- give a true and fair view of the state of the Company's affairs as at 31 March 2016 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.

Opinion on other matter prescribed by the Companies Act 2006

In our opinion the information given in the Directors' Report for the financial year for which the financial statements are prepared is consistent with those financial statements.

INDEPENDENT AUDITORS' REPORT TO THE SHAREHOLDERS OF P J HAYMAN & COMPANY LIMITED

Matters on which we are required to report by exception

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

- adequate accounting records have not been kept, or returns adequate for our audit have not been received from branches not visited by us; or
- the financial statements are not in agreement with the accounting records and returns; or
- certain disclosures of directors' remuneration specified by law are not made; or
- we have not received all the information and explanations we require for our audit; or
- the directors were not entitled to take advantage of the small companies' exemption in preparing the Directors' Report and take advantage of the small companies exemption from the requirement to prepare a Strategic Report.

Ian Cowan (Senior Statutory Auditor)

for and on behalf of PKF Littlejohn LLP

Statutory Auditor

1 Westferry Circus Canary Wharf London E14 4HD

Date October 2016 10 November 2016

STATEMENT OF COMPREHENSIVE INCOME FOR THE YEAR ENDED 31 MARCH 2016

	Note	2016 £	2015 £
Turnover	. 4	2,225,439	2,299,784
Administrative expenses		(2,010,576)	(2,130,487)
Operating profit	5	214,863	169,297
Interest receivable and similar income		1,058	3,328
Profit before tax		215,921	172,625
Tax on profit	7	(49,210)	(43,026)
Profit for the year		166,711	129,599
Other comprehensive income for the year		-	-
Total comprehensive income for the year		166,711	129,599

P J HAYMAN & COMPANY LIMITED REGISTERED NUMBER: 02534965

BALANCE SHEET AS AT 31 MARCH 2016

	Note	£	2016 £	£	2015 £
Fixed assets					
Tangible assets	9		173,627		41,254
Investments	10		106		106
			173,733		41,360
Current assets					
Debtors: amounts falling due within one year	11	1,623,754		687,729	
Cash at bank and in hand	12	2,103,728		2,364,738	
		3,727,482		3,052,467	
Creditors: amounts falling due within one year	13	(3,154,262)		(2,202,961)	•
Net current assets			573,220		849,506
Total assets less current liabilities			746,953		890,866
Provisions for liabilities					
Other provisions	14	(89,376)		-	
			(89,376)		-
Net assets			657,577		890,866
Capital and reserves					
Called up share capital	15		100,000		100,000
Profit and loss account	16		557,577		790,866
			657,577		890,866

The financial statements were approved and authorised for issue by the board and were signed on its behalf on 11 October 2016.

J C Speers Director Ciq-Bear

STATEMENT OF CHANGES IN EQUITY FOR THE YEAR ENDED 31 MARCH 2016

	Called up share capital	Profit and loss account	Total equity
	£	£	£
At 1 April 2015	100,000	790,866	890,866
Profit for the year	-	166,711	166,711
Dividends: Equity capital	-	(400,000)	(400,000)
At 31 March 2016	100,000	557,577	657,577

STATEMENT OF CHANGES IN EQUITY FOR THE YEAR ENDED 31 MARCH 2015

·	Called up share capital	Profit and loss account	Total equity
	£	£	£
At 1 April 2014	100,000	661,267	761,267
Profit for the year	-	129,599	129,599
At 31 March 2015	100,000	790,866	890,866

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 MARCH 2016

1. General information

The Company is a private Company limited by shares and is incorporated and domiciled in England and Wales. The principal place of business is the same as the registered office.

2. Accounting policies

2.1 Basis of preparation of financial statements

The financial statements have been prepared under the historical cost convention 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 financial statements contain information about P J Hayman & Company Limited as an individual Company and do not contain consolidated financial information as the parent of a group. The Company is exempt under section 400 of the Companies Act 2006 from the requirements to prepare consolidated financial statements as it and its subsidiary undertakings are included in the consolidated financial statements of its parent, CSP Holding Limited, a company registered in England and Wales.

The policies applied under the entity's previous accounting framework are not materially different to FRS102 and have not impacted on equity or profit or loss.

The following accounting 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 3 Financial Statement Presentation paragraph 3.17(d);
- the requirements of Section 7 Statement of Cash Flows;
- the requirements of Section 11 Financial Instruments paragraphs 11.39 to 11.48A;
- the requirements of Section 33 Related Party Disclosures paragraph 33.7

This information is included in the consolidated financial statements of CSP Holding Limited as at 31 March 2016 and these financial statements may be obtained from CSP Holding Limited's registered office.

2.3 Going concern

The Directors believe the Company has adequate resources to continue in operational existence for the foreseeable future and therefore they continue to adopt the going concern basis of accounting in preparing the annual financial statements.

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 MARCH 2016

2.4 Revenue

Turnover represents commissions from insurance broking and related services.

Commission is recognised when the Company's contractual right to such income is established, and to the extent that the Company's relevant obligations under the contracts concerned have been performed. For most of the Company's broking activities this means that commission is recognised at the inception of the underlying contract of insurance concerned.

Claims fees are recognised upon approval of the claim from the underwriter.

2.5 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.

Depreciation 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:

Leasehold improvements - 25%
Fixtures and fittings - 25%
Computer equipment - 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 the Statement of Comprehensive Income.

2.6 Valuation of investments

Investments in subsidiaries are measured at cost less accumulated impairment losses.

2.7 Financial instruments

The Company only enters into basic financial instruments transactions that result in the recognition of financial assets and liabilities like trade and other debtors and creditors and loans to related parties.

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 MARCH 2016

2.8 Dividends

Equity dividends are recognised when they become payable. Interim equity dividends are recognised when paid. Final equity dividends are recognised when approved by the shareholders at an annual general meeting or approved by the shareholders.

2.9 Foreign currency translation

Functional and presentation currency

The Company's functional and presentational currency is GBP.

Transactions and balances

Foreign currency transactions are translated into the functional currency using the spot exchange rates at the dates of the transactions.

At each period end foreign currency monetary items are translated using the closing rate. Non-monetary items measured at historical cost are translated using the exchange rate at the date of the transaction and non-monetary items measured at fair value are measured using the exchange rate when fair value was determined.

Foreign exchange gains and losses that relate to borrowings and cash and cash equivalents are presented in the Statement of Comprehensive Income within 'finance income or costs'. All other foreign exchange gains and losses are presented in the Statement of Comprehensive Income within 'administrative expenses'.

2.10 Operating leases

Rentals income from operating leases is credited to the profit and loss account on a straight line basis over the term of the relevant lease.

The Group has taken advantage of the optional exemption available on transition to FRS 102 which allows lease incentives on leases entered into before the date of transition to the standard 1 April 2014 to continue to be charged over the period to the first market rent review rather than the term of the lease.

2.11 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 payments obligations.

The contributions are recognised as an expense in the Income Statement 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 MARCH 2016

2.12 Holiday pay accrual

A liability is recognised to the extent of any unused holiday pay entitlement which is accrued at the Balance Sheet date and carried forward to future periods. This is measured at the undiscounted salary cost of the future holiday entitlement so accrued at the Balance Sheet date.

2.13 Current and deferred taxation

The tax expense for the year comprises current and deferred tax. Tax is recognised in the Statement of Comprehensive Income, except that a change 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 at 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:

- (a) 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
- (b) any deferred tax balances are reversed if and when all conditions for retaining associated tax allowances have been met.

2.14 Insurance assets and liabilities

Insurance brokers usually act as agents in placing the insurable risk of their clients and, as such, generally are not liable as principals for amounts arising from such transactions. Notwithstanding the legal relationships with clients and insurers, insurance brokers are entitled to retain investment income on any cash flows arising from insurance broking transactions.

Debit and credit balances arising from insurance broking transactions are reported as separate assets or liabilities unless such balances are due to or from the same party and the offset would survive the insolvency of that party, in which case they are aggregated into a single net balance.

Cash at bank relating to insurance activities is held in a non statutory trust.

2.15 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 the Income Statement 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.

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 MARCH 2016

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

Estimates and judgements are continually evaluated and are based on historical experience and other factors, including expectations of future events that are believed to be reasonable under the circumstances.

(a) Critical judgements in applying the entities accounting policies

No judgements have been made in applying the entity's accounting policies that would have a significant effect on the amounts recognised in these financial statements.

(b) Critical accounting estimates and assumptions

The Company makes estimates and assumptions concerning the future. The resulting accounting estimates, will, by definition, seldom equal the related actual results. The estimates and assumptions that have a significant risk of causing a material adjustment to the carrying amounts of assets and liabilities within the next financial year are addressed below:

Dilapidation provision

The Company has made provisions for the cost of returning the leased property to its original state. Management believe that the provision made is adequate, but this estimate is based upon information available at the reporting date, and is subject to change as further information becomes available.

4. Turnover

Turnover is wholly attributable to the Company's principal activity.

All turnover arose in the United Kingdom.

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 MARCH 2016

5.	Operating profit		
	The operating profit is stated after charging:		
		2016 £	2015 £
	Depreciation of tangible fixed assets	68,464	30,581
	Fees payable to the Company's auditor for the audit of the Company's annual financial statements	12,000	12,000
	Directors remuneration	145,655	132,736
	Other operating lease rentals - land and buildings	89,376	175,065
	Defined contribution pension cost	69,577	62,924
6.	Employees		
	Staff costs, including directors' remuneration, were as follows:		
		2016 £	2015 £
	Wages and salaries	1,097,376	1,179,651
	Social security costs	106,766	112,061
	Cost of defined contribution scheme	69,577	62,924
		1,273,719	1,354,636
	The average monthly number of employees, including the directors, during the	ne year was as fo	ollows:
		2016	2015
		No.	No.
	Office management	6	6
	Sales and administration	31	33
			

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NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 MARCH 2016

7. Taxation

8.

	2016 £	2015 £
Corporation tax		
Current tax on profits for the year	49,210	43,026
Total current tax	49,210	43,026
Factors affecting tax charge for the year		
The tax assessed for the year is higher than (2015 - higher than) the stand the UK of 20% (2015 - 21%). The differences are explained below:	ard rate of corpo	oration tax in
	2016 £	2015 £
	~	~
Profit on ordinary activities before tax	<u>215,921</u>	172,625
Profit on ordinary activities multiplied by standard rate of corporation tax in the UK of 20% (2015 - 21%)	43,184	36,251
Effects of:		
Expenses not deductible for tax purposes, other than goodwill amortisation and impairment	1,164	5,683
Depreciation in excess of capital allowances	4,862	1,092
Total tax charge for the year	49,210	43,026
Factors that may affect future tax charges		
Further reductions to the UK Corporation tax rates were substantively enacted 2015 on 2 July 2015. These reduce the main rate to 19% from 1 April 2017.	ed as part of the	Finance Bill
Dividends		
	2016 £	2015 £
Dividends paid	400,000	-
·		

400,000

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 MARCH 2016

9. Tangible fixed assets

•	Leasehold improvements	Fixtures and fittings	Computer equipment	Total
	£	£	£	£
Cost or valuation				
At 1 April 2015	-	162,134	195,745	357,879
Additions	89,376	67,232	44,229	200,837
At 31 March 2016	89,376	229,366	239,974	558,716
Depreciation			ar.	
At 1 April 2015	-	150,093	166,532	316,625
Charge owned for the year	17,875	24,450	26,138	68,463
At 31 March 2016	17,875	174,543	192,670	385,088
Net book value				
At 31 March 2016	71,501	54,823	47,304	<u> 173,628</u>
At 31 March 2015		12,041	29,213	41,254

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 MARCH 2016

10. Fixed asset investments

Investments subsidiary companies

£

Cost or valuation and net book value

At 1 April 2015 and 31 March 2016

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The following were subsidiary undertakings of the Company:

Name	Country of incorporation	Class of shares	Holding	Principal activity
Holiday Insurance Club Limited	England	Ordinary	100 %	Dormant
Free Spirit Insurance	England	Ordinary	100 %	Dormant
Services Limited Affinity Insurance Services Limited	England	Ordinary	100 %	Dormant
P J Hayman Insurance Services Limited	England	Ordinary	100 %	Dormant
Protect & Serve Limited	England	Ordinary	100 %	Dormant

Debtors 11.

	2016 £	2015 £
Trade debtors	1,409,926	595,563
Amounts owed by group undertakings	9,800	44,013
Prepayments and accrued income	204,028	48,153
	1,623,754	687,729

Amounts owed by group undertakings are unsecured, interest free, have no fixed date of repayment and are payable on demand.

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 MARCH 2016

12. Cash and cash equivalents

	2016 £	2015 £
Cash at bank and in hand	2,103,728	2,364,738
	2,103,728	2,364,738

Cash at bank and in hand includes £2,011,664 (2015 £1,390,428) held in bank accounts which is not available to the Company for working capital purposes.

13. Creditors: Amounts falling due within one year

	2016 £	2015 £
Insurance creditors	2,807,686	1,715,997
Amounts owed to group undertakings	133,152	275,753
Corporation tax	49,210	43,026
Taxation and social security	28,010	26,896
Other creditors	6,549	141,289
Accruals and deferred income	129,655	-
	3,154,262	2,202,961

Amounts owed to group undertakings are unsecured, interest free, have no fixed date of repayment and are payable on demand.

14 Provisions

	Dilapid	Dilapidations	
	•	£	
Capitalised in year		89,376	
At 31 March 2016	, 	89,376	

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 MARCH 2016

15. Share capital

2016 2015 £ £

Shares classified as equity

Allotted, called up and fully paid

100,000- Ordinary shares of £1 each

<u>100,000</u> <u>100,000</u>

16. Reserves

Profit and loss account

The profit and loss account represents cumulative profits and losses net of dividends and other adjustments.

17. Commitments under operating leases

At 31 March 2016 the Company had future minimum lease payments under non-cancellable operating leases as follows:

	2016 £	2015 £
Not later than 1 year	89,376	7,977
Later than 1 year and not later than 5 years	268,128	-
	357,504	7,977

18. Related party transactions

The Company has taken advantage of the exemption in FRS 102 from the requirement to disclose transactions with Group companies in instances where subsidiaries of the Company's parent undertaking are wholly owned.

The directors are satisfied that there are no other related party transactions requiring disclosure under FRS 102.

19. Controlling party

The ultimate parent undertaking is CSP Holding Limited, a Company registered in England and Wales. The financial statements of CSP Holding Limited are available from the Company Secretary at CSP Holding Limited, St Clare House, 30 - 33 Minories, London, EC3N 1PE.

In the opinion of the directors there is no ultimate controlling party.