Registered number: 02987532

# **AGENCY 2000 LIMITED**

DIRECTORS' REPORT AND FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 DECEMBER 2013

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#### **COMPANY INFORMATION**

**DIRECTORS** 

I McLaven

**G** Matthews

**COMPANY SECRETARY** 

A McLaven

**REGISTERED NUMBER** 

02987532

**REGISTERED OFFICE** 

Sovereign House 15 Towcester Road Milton Keynes Buckinghamshire MK19 6AN

**INDEPENDENT AUDITORS** 

Thompson Balch Ltd

Chartered Accountants & Registered Auditors

Sovereign House 15 Towcester Road Old Stratford Milton Keynes Buckinghamshire

MK19 6AN

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#### DIRECTORS' REPORT FOR THE YEAR ENDED 31 DECEMBER 2013

The directors present their report and the financial statements for the year ended 31 December 2013.

#### **DIRECTORS' RESPONSIBILITIES STATEMENT**

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

Company law requires the directors to prepare financial statements for each financial year. Under that law the directors have elected to prepare the financial statements in accordance with 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 judgments 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.

#### **RESULTS AND DIVIDENDS**

The profit for the year, after taxation, amounted to £177,700 (2012 - £129,064).

The directors recommended a £12.69 (2012:£10.31) per share dividend during the year.

#### **DIRECTORS**

The directors who served during the year were:

I McLaven G Matthews

# **DISABLED EMPLOYEES**

It is the company policy to support the employment and retention of disabled people wherever possible, to provide equal oppurtunities for appropriate training, career development and promotion to all employees without discrimination of any kind, and to act positively to prevent injury, ill health, damage or loss arising from operations.

#### DIRECTORS' REPORT FOR THE YEAR ENDED 31 DECEMBER 2013

## **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 that director is aware, there is no relevant audit information of which the company's auditors are unaware, and
- that 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.

#### **AUDITORS**

The auditors, Thompson Balch Ltd, will be proposed for reappointment in accordance with section 485 of the Companies Act 2006.

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

I McLaven

Date: 27 March 2014

#### STRATEGIC REPORT FOR THE YEAR ENDED 31 DECEMBER 2013

#### **BUSINESS REVIEW**

The Directors review the performance of our business during the year and its position at the year end, which is consistent with the size and non-complex nature of the business and is given in the context of the risks and uncertainties the business face on a day to day basis.

As a temporary recruitment agency the company continues to provide temporary employees for larger businesses in local areas to its branches.

The company sales have grown by 16.5% despite fierce competition in the market place whilst margin was maintained too in a tough economic climate.

Overall operating profit increased to £177,700 (37.7%) (2012: £129,064) and profit before tax increased to £226,768 (2012: £164,327). After taxation, £17,700 has been retained to be added to reserves.

As for many businesses of this size, the business environment in which we operate continues to be challenging. With these risks and uncertainties in mind, we are aware that any plans for the future development of the business may be subject to unforeseen future events outside of our control.

This report was approved by the board on 27 March 2014 and signed on its behalf.

G Matthews Director

#### INDEPENDENT AUDITORS' REPORT TO THE SHAREHOLDERS OF AGENCY 2000 LIMITED

We have audited the financial statements of Agency 2000 Limited for the year ended 31 December 2013, set out on pages 6 to 16. The financial reporting framework that has been applied in their preparation is applicable law and United Kingdom Accounting Standards (United Kingdom Generally Accepted Accounting Practice).

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 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 members 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, 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 Auditing Practices Board'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 Strategic report and 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 December 2013 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 Strategic report and the Directors' report for the financial year for which the financial statements are prepared is consistent with the financial statements.

#### INDEPENDENT AUDITORS' REPORT TO THE SHAREHOLDERS OF AGENCY 2000 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.

Soll

Mr Shaun Balch FCA (Senior statutory auditor)

for and on behalf of **Thompson Balch Ltd** 

Chartered Accountants Statutory Auditors

Sovereign House 15 Towcester Road Old Stratford Milton Keynes Buckinghamshire MK19 6AN

27 March 2014

## PROFIT AND LOSS ACCOUNT FOR THE YEAR ENDED 31 DECEMBER 2013

	Note	2013 £	2012 £
TURNOVER	1,2	8,898,686	7,635,726
Cost of sales	•	(7,642,554)	(6,537,163)
GROSS PROFIT		1,256,132	1,098,563
Administrative expenses	į.	(1,161,426)	(1,031,587)
Other operating income	3	132,198	97,436
OPERATING PROFIT	4	226,904	164,412
Interest payable and similar charges	7	(136)	(85)
PROFIT ON ORDINARY ACTIVITIES BEFORE TAXATION		226,768	164,327
Tax on profit on ordinary activities	8	(49,068)	(35, 263)
PROFIT FOR THE FINANCIAL YEAR	13	177,700	129,064

All amounts relate to continuing operations.

There were no recognised gains and losses for 2013 or 2012 other than those included in the Profit and loss account.

The notes on pages 9 to 16 form part of these financial statements.

# AGENCY 2000 LIMITED REGISTERED NUMBER: 02987532

# BALANCE SHEET AS AT 31 DECEMBER 2013

		201	3	201	2
	Note	£	£	£	£
FIXED ASSETS					
Tangible assets	9		9,576		9,712
CURRENT ASSETS					
Debtors	10	2,135,634		1,801,647	
Cash at bank and in hand	•	3,781		3,395	
		2,139,415		1,805,042	
CREDITORS: amounts falling due within one year	11	(1,863,842)		(1,547,305)	
NET CURRENT ASSETS			275,573		257,737
NET ASSETS			285,149	_	267,449
CAPITAL AND RESERVES		•		•	
Called up share capital	12		12,608		12,608
Profit and loss account	13		272,541		254,841
SHAREHOLDERS' FUNDS	14		285,149	•	267,449

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

G Matthews Director

Date: 27 March 2014

The notes on pages 9 to 16 form part of these financial statements.

# CASH FLOW STATEMENT FOR THE YEAR ENDED 31 DECEMBER 2013

	Note	2013 £	2012 £
Net cash flow from operating activities	16	32,833	(69,257)
Returns on investments and servicing of finance	17	(136)	(85)
Taxation		(35,171)	(25,885)
Capital expenditure and financial investment	17	(2,982)	8,203
Equity dividends paid		(160,000)	(130,000)
DECREASE IN CASH IN THE YEAR		(165,456)	(217,024)

# RECONCILIATION OF NET CASH FLOW TO MOVEMENT IN NET FUNDS/DEBT FOR THE YEAR ENDED 31 DECEMBER 2013

	2013 £	2012 £
Decrease in cash in the year	(165,456)	(217,024)
MOVEMENT IN NET DEBT IN THE YEAR  Net debt at 1 January 2013	(165,456) (1,044,769)	(217,024) (827,745)
NET DEBT AT 31 DECEMBER 2013	(1,210,225)	(1,044,769)

The notes on pages 9 to 16 form part of these financial statements.

# NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2013

#### 1. ACCOUNTING POLICIES

#### 1.1 Basis of preparation of financial statements

The financial statements have been prepared under the historical cost convention and in accordance with applicable accounting standards.

## 1.2 Turnover

Turnover comprises revenue recognised by the company in respect of goods and services supplied during the year, exclusive of Value Added Tax and trade discounts.

#### 1.3 Tangible fixed assets and depreciation

Tangible fixed assets are stated at cost less depreciation. Depreciation is provided at rates calculated to write off the cost of fixed assets, less their estimated residual value, over their expected useful lives on the following bases:

S/Term Leasehold Property

25% reducing balance

Motor Vehicles

- 25% reducing balance

Office Equipment

25% reducing balance

#### 1.4 Operating leases

Rentals under operating leases are charged to the Profit and loss account on a straight line basis over the lease term.

Benefits received and receivable as an incentive to sign an operating lease are recognised on a straight line basis over the period until the date the rent is expected to be adjusted to the prevailing market rate.

#### 1.5 Deferred taxation

Full provision is made for deferred tax assets and liabilities arising from all timing differences between the recognition of gains and losses in the financial statements and recognition in the tax computation.

A net deferred tax asset is recognised only if it can be regarded as more likely than not that there will be suitable taxable profits from which the future reversal of the underlying timing differences can be deducted.

Deferred tax assets and liabilities are calculated at the tax rates expected to be effective at the time the timing differences are expected to reverse.

Deferred tax assets and liabilities are discounted.

A provision is not considered necessary as the amount is immaterial.

#### 1.6 Pensions

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

The company contributes to personal pension plans of emplyees of the company.

# NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2013

2.	TURNOVER		
	All turnover arose within the United Kingdom.		
3.	OTHER OPERATING INCOME		
<b>0</b> .		2013 £	2012 £
	Sundry income	132,198 ————	97,436
4.	OPERATING PROFIT		
	The operating profit is stated after charging:		
		2013 £	2012 £
	Depreciation of tangible fixed assets: - owned by the company	3,118	3,272
	Auditors' remuneration Operating lease rentals:	10,269	10,237
	<ul><li>plant and machinery</li><li>other operating leases</li></ul>	50,013 50,732 ————	50,529 53,159
5.	STAFF COSTS	ı	
	Staff costs, including directors' remuneration, were as follows:		
		2013 £	2012 £
	Wages and salaries Social security costs Other pension costs	7,937,305 330,433 13,512	6,807,627 297,823 13,512
		8,281,250	7,118,962
	The average monthly number of employees, including the directors,	, during the year was a	s follows:
		2013 No.	2012 No.
	Management Consultants	4 11	6 . 5
	Temporary staff Admin	607 3	529 8
		625	548

# NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2013

6.	DIRECTORS' REMUNERATION		•
		2013 £	2012 £
	Remuneration	34,314	35,266 
	Company pension contributions to defined contribution pension schemes	9,960	9,600
	During the year retirement benefits were accruing to 2 directors (2012 contribution pension schemes.	- 2) in respect of defi	ned
7.	INTEREST PAYABLE		
		2013 £	2012 £
	On bank loans and overdrafts Other interest payable	98 38	85 -
		136	85
8.	TAXATION		
		2013 £	2012 £
	Analysis of tax charge in the year		
	UK corporation tax charge on profit for the year Adjustments in respect of prior periods	49,460 (392)	35,600 (337)
	Tax on profit on ordinary activities	49,068	35,263

# NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2013

# 8. TAXATION (continued)

# Factors affecting tax charge for the year

The tax assessed for the year is lower than (2012 - lower than) the standard rate of corporation tax in the UK of 20% (2012 - 20%). The differences are explained below:

	2013 €	2012 £
Profit on ordinary activities before tax	226,768 	164,327
Profit on ordinary activities multiplied by standard rate of corporation tax in the UK of 20% (2012 - 20%)	49,460	35,600
Effects of:		
Adjustments to tax charge in respect of prior periods	(392)	(337)
Current tax charge for the year (see note above)	49,068	35,263

## 9. TANGIBLE FIXED ASSETS

	S/Term Leasehold		Office	
	Property £	Motor Vehicles £	Equipment £	Total £
Cost				
At 1 January 2013 Additions	14,320 -	12,140 -	129,551 2,982	156,011 2,982
At 31 December 2013	14,320	12,140	132,533	158,993
Depreciation				
At 1 January 2013 Charge for the year	13,930 97	10,346 395	122,023 2,626	146,299 3,118
At 31 December 2013	14,027	10,741	124,649	149,417
Net book value				
At 31 December 2013	293	1,399	7,884	9,576
At 31 December 2012	390	1,794	7,528	9,712

## NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2013

	_		
4	0.	DEBTORS	2
	v.	DEDIUN	3

	2013 £	2012 £
Trade debtors Other debtors	2,056,292 62,520	1,743,393 41,551
Prepayments and accrued income	16,822	16,703
:	2,135,634	1,801,647

Included within other debtors due within one year is a loan to Mr G Matthews a director, amounting to £17,536 (2012 - £1,042). This is to be repaid shortly after the year end.

The company holds a Business Master Facility with Barclays Bank PLC totalling £1,400,000 (2012:

The company holds a Business Master Facility with Barclays Bank PLC totalling £1,400,000 £1,250,000).

#### 11. CREDITORS:

Amounts falling due within one year

	2013 £	2012 £
Bank loans and overdrafts	1,214,006	1,048,164
Corporation tax	49,497	35,600
Other taxation and social security	525,432	436,523
Other creditors	16,413	2,612
Accruals and deferred income	58,494	24,406
	1,863,842	1,547,305

Barclays Bank PLC holds a debenture dated 5 November 1996.

Mr G Matthews and Mr I McLaven have given a personal guarentee for the sum of £20,000. Included in other creditors is a loan from Mr I McLaven a director, which is repayable on demand and does not carry interest.

# 12. SHARE CAPITAL

	2013	2012
	£	£
Allotted, called up and fully paid		
12,608 Ordinary shares of £1 each	12,608	12,608

# NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2013

13.	RESERVES		
			Profit and loss account £
	At 1 January 2013 Profit for the financial year Dividends: Equity capital		254,841 177,700 (160,000)
	At 31 December 2013		272,541
14.	RECONCILIATION OF MOVEMENT IN SHAREHOLDERS' FUNDS		
		2013 £	2012 £
	Opening shareholders' funds Profit for the financial year Dividends (Note 15)	267,449 177,700 (160,000)	268,385 129,064 (130,000)
	Closing shareholders' funds	285,149	267,449
15.	DIVIDENDS	2013 £	2012 £
	Dividends paid on equity capital	160,000	130,000
16.	NET CASH FLOW FROM OPERATING ACTIVITIES		
		2013 £	2012 £
	Operating profit Depreciation of tangible fixed assets Loss on disposal of tangible fixed assets Increase in debtors	226,904 3,118 - (333,987)	164,412 3,272 1,868 (211,092) (27,717)
	Increase/(decrease) in creditors	136,798	
	Net cash inflow/(outflow) from operating activities	32,833	(69,257)

# NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2013

## 17. ANALYSIS OF CASH FLOWS FOR HEADINGS NETTED IN CASH FLOW STATEMENT

	2013 £	2012 £
Returns on investments and servicing of finance		
Interest paid	(136)	(85) —————
	2013 £	2012 · £
Capital expenditure and financial investment		
Purchase of tangible fixed assets Sale of tangible fixed assets	(2,982)	(997) 9,200
Net cash (outflow)/inflow from capital expenditure	(2,982)	8,203

## 18. ANALYSIS OF CHANGES IN NET DEBT

		non-cash	
2013	Cash flow	_	31 December 2013
£	£	£	£
3,395	386	-	3,781
(1,048,164)	(165,842)	-	(1,214,006)
(1,044,769)	(165,456)	-	(1,210,225)
	£ 3,395 (1,048,164)	2013 £ £ 3,395 386 (1,048,164) (165,842)	1 January Cash flow changes 2013 £ £ £  3,395 386 - (1,048,164) (165,842) -

#### 19. PENSION COMMITMENTS

The company operates a defined contributions pension scheme. The assets of the scheme are held separately from those of the company in an independently administered fund. The pension cost charge represents contributions payable by the company to the fund and amounted to £13,512 (2012 - £13,512).

#### 20. OPERATING LEASE COMMITMENTS

At 31 December 2013 the company had annual commitments under non-cancellable operating leases as follows:

	Land and buildings		Other	
	2013	2012	2013	2012
	£	£	£	£
Expiry date:				
Within 1 year	39,600	22,933	34,940	12,472
Between 2 and 5 years	12,000	28,000	69,841	39,249

# NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2013

# 21. RELATED PARTY TRANSACTIONS

During the year a dividend of £80,000 was paid to Mr G Matthews and Mr I Mclaven both are directors of the company.