# **COMPANY REGISTRATION NUMBER 4480097**

GEN-X IT LIMITED

Financial Statements
31 December 2013

SATURDAY



A22 20/09/2014 COMPANIES HOUSE

#97

# **WRIGLEY PARTINGTON**

Chartered Accountants & Statutory Auditor Sterling House 501 Middleton Road Chadderton Oldham OL9 9LY

# **Financial Statements**

CONTENTS	PAGE
Officers and professional advisers	1
Strategic report	2
Directors' report	3
Independent auditor's report to the shareholders	5
Profit and loss account	7
Reconciliation of movements in shareholders' funds	8
Balance sheet	9
Cash flow statement	10
Notes to the financial statements	11

# Officers and Professional Advisers

The board of directors Mr A Gould

Miss K Stewart

Company secretary Mr A Gould

Registered office Sol House

24 Dark Lane Ardwick Green Manchester United Kingdom

M12 6FA

**Auditor** Wrigley Partington

Chartered Accountants & Statutory Auditor Sterling House 501 Middleton Road

Chadderton Oldham OL9 9LY

Bankers The Royal Bank of Scotland

1st Floor, Waterside House

Waterside Drive

Wigan WN3 5AZ

**Solicitors** Turner Parkinson

Hollins Chamber 64A Bridge Street Manchester M3 3BA

### Strategic Report

### YEAR ENDED 31 DECEMBER 2013

The directors present their strategic report for the Company for the year ended 31 December 2013.

### REVIEW AND ANALYSIS OF THE BUSINESS DURING THE CURRENT YEAR

The principal activity of the company during 2013 was the sale of computer hardware.

As reported last time, 2012 was the tenth anniversary of the founding of Gen-x it Ltd and it was also our most successful at that time. With these latest results for 2013 we are very happy to announce that 2013 has by every measure, overtaken 2012 to become our most successful year to date.

The Gen-x team deserves great praise for yet another tremendous team effort during the year. This team effort when combined with a great supply chain and a growing list of loyal customers makes for a formidable combination.

Some of 2013's key financial highlights include: revenue up by 22% to £15.9m; gross profit up by 26% to £3.5m and net profit before tax up by an impressive 63% to £1.4m. There was a modest increase in the gross profit percentage from 19.8% to 20.5% and an increase in the pre-tax profit percentage from 6.8% to 9.0%. The balance sheet benefited from an increase in shareholders' funds which rose by 24% to £1.1m.

2013 saw continued proactive and aggressive control of costs; inventory and supply chain management; foreign exchange management along with improved debtor days and cash flow. Revenue and profits also benefited from the continuing improvement in market conditions during the year but there was a healthy amount of new incremental business which began flowing from contracts secured in Q4 2012.

Aside from financials, ISO9001 accreditation was retained for a further year demonstrating our continuing commitment to quality. There was also continued investment during the year in staff training, new product areas and sales territories which have already begun to yield an incremental return during 2014.

In summary 2013 has been a very good year for Gen-x with record financials and continued investment. Gen-x ended the year in a very healthy condition and once more we'd like to thank our amazing team along with the valued support and input of our bank, and our all professional advisors.

Signed by order of the directors

MR A GOULD Company Secretary

Approved by the directors on 12 September 2014

### **Directors' Report**

### YEAR ENDED 31 DECEMBER 2013

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

#### **RESULTS AND DIVIDENDS**

The profit for the year, after taxation, amounted to £1,105,931. Particulars of dividends paid are detailed in note 8 to the financial statements.

### FINANCIAL RISK MANAGEMENT OBJECTIVES AND POLICIES

The directors consider the disclosure of these policies will not be materially significant when assessing the assets, liabilities, financial position and profit and loss of the company.

#### **DIRECTORS**

The directors who served the company during the year were as follows:

Mr A Gould Miss K Stewart

#### **DIRECTORS' RESPONSIBILITIES**

The directors are responsible for preparing the Strategic Report, 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 year.

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.

Directors' Report (continued)

### YEAR ENDED 31 DECEMBER 2013

### **AUDITOR**

Wrigley Partington are deemed to be re-appointed under section 487(2) of the Companies Act 2006.

Each of the persons who is a director at the date of approval of this report confirm that:

- so far as each director is aware, there is no relevant audit information of which the company's auditor is unaware; and
- each director has taken all steps that they ought to have taken as a director to make themself aware of any relevant audit information and to establish that the company's auditor is aware of that information.

Registered office: Sol House 24 Dark Lane Ardwick Green Manchester United Kingdom M12 6FA Signed by order of the directors

MR A GOULD Company Secretary

Approved by the directors on 12 September 2014

# Independent Auditor's Report to the Shareholders of Gen-X IT Limited

### YEAR ENDED 31 DECEMBER 2013

We have audited the financial statements of Gen-X IT Limited for the year ended 31 December 2013. 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 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 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 shareholders as a body, for our audit work, for this report, or for the opinions we have formed.

### RESPECTIVE RESPONSIBILITIES OF DIRECTORS AND AUDITOR

As explained more fully in the Directors' Responsibilities Statement set out on page 3, 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 annual 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.

### Independent Auditor's Report to the Shareholders of Gen-X IT Limited (continued)

### YEAR ENDED 31 DECEMBER 2013

#### **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 Directors' Report for the financial year for which the financial statements are prepared is consistent with the financial statements.

### 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.

DOMINIC HUXLEY (Senior Statutory

Auditor)

For and on behalf of

WRIGLEY PARTINGTON

**Chartered Accountants** 

& Statutory Auditor

Sterling House 501 Middleton Road Chadderton Oldham OL9 9LY

12 September 2014

# **Profit and Loss Account**

# YEAR ENDED 31 DECEMBER 2013

TURNOVER	Note 2	2013 £ 15,953,879	2012 £ 13,084,737
Cost of sales		12,689,054	10,497,426
GROSS PROFIT		3,264,825	2,587,311
Administrative expenses		1,747,386	1,630,041
OPERATING PROFIT	3	1,517,439	957,270
Interest receivable Interest payable and similar charges	6	9,269 (84,047)	8,250 (81,498)
PROFIT ON ORDINARY ACTIVITIES BEFORE TAXATION		1,442,661	884,022
Tax on profit on ordinary activities	7	336,730	207,437
PROFIT FOR THE FINANCIAL YEAR		1,105,931	676,585

All of the activities of the company are classed as continuing.

# Reconciliation of Movements in Shareholders' Funds

	2013	3	2012	
	£	£	£	£
Profit for the financial year  New equity share capital subscribed	_	1,105,931	222	676,585
Premium on new share capital subscribed	_		7,777	
	_	_		7,999
Equity dividends		(888,800)		(80,000)
Net addition to shareholders' funds		217,131		604,584
Opening shareholders' funds		895,536		290,952
Closing shareholders' funds		1,112,667		895,536

### **Balance Sheet**

# **31 DECEMBER 2013**

		2013		2012	
	Note	£	£	£	£
FIXED ASSETS Tangible assets	9		16,741		8,170
l'aligible assets	3		10,741		0,170
CURRENT ASSETS					
Stocks	10	720,205		771,807	
Debtors	11	1,708,886		2,711,468	
Cash at bank and in hand		1,711,120		580,690	
		4,140,211		4,063,965	
CREDITORS: Amounts falling due within one year	12	2,342,506		2,474,820	
NET CURRENT ASSETS			1,797,705		1,589,145
TOTAL ASSETS LESS CURRENT LIA	BILITI	ES	1,814,446		1,597,315
CREDITORS: Amounts falling due					
after more than one year	13		701,779		701,779
			1,112,667		895,536
CAPITAL AND RESERVES					
Called-up equity share capital	17		2,222		2,222
Share premium account	18		7,777		7,777
Profit and loss account	19		1,102,668		885,537
SHAREHOLDERS' FUNDS			1,112,667		895,536

These accounts were approved by the directors and authorised for issue on 12 September 2014, and are signed on their behalf by:

MR A GOULD Director

Company Registration Number: 4480097

# **Cash Flow Statement**

		201	3	2012	
	Note	£	£	£	£
NET CASH INFLOW FROM	00		0.115.252		507.000
OPERATING ACTIVITIES	20		2,117,353		587,899
RETURNS ON INVESTMENTS AND	)				
SERVICING OF FINANCE	20		(74,778)		(73,248)
TAXATION	20		(207,437)		(26,463)
			, , ,		
CAPITAL EXPENDITURE AND FINANCIAL INVESTMENT	20		(15,908)		(2,751)
FINANCIAL INVESTMENT	20		(13,906)		(2,731)
EQUITY DIVIDENDS PAID			(688,800)		(80,000)
CASH INFLOW BEFORE FINANCI	NG		1,130,430		405,437
FINANCING	20		_		7,999
INCREASE IN CASH	20		1,130,430		413,436

### **Notes to the Financial Statements**

### YEAR ENDED 31 DECEMBER 2013

#### 1. ACCOUNTING POLICIES

### Basis of accounting

The financial statements have been prepared under the historical cost convention.

#### Turnover

The turnover shown in the profit and loss account represents amounts invoiced during the year, exclusive of Value Added Tax.

#### Fixed assets

All fixed assets are initially recorded at cost.

### Depreciation

Depreciation is calculated so as to write off the cost of an asset, less its estimated residual value, over the useful economic life of that asset as follows:

Leasehold Property

Over the term of the lease

Equipment

25% straight line

#### Stocks

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

### Operating lease agreements

Rentals applicable to operating leases where substantially all of the benefits and risks of ownership remain with the lessor are charged against profits 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 of exchange ruling at the date of the transaction. Exchange differences are taken into account in arriving at the operating profit.

#### Financial instruments

Financial instruments are classified and accounted for, according to the substance of the contractual arrangement, as either financial assets, financial liabilities or equity instruments. An equity instrument is any contract that evidences a residual interest in the assets of the company after deducting all of its liabilities.

### 2. TURNOVER

The turnover and profit before tax are attributable to the one principal activity of the company.

An analysis of turnover is given below:

	2013 £	2012 £
United Kingdom	11,140,323	10,187,680
Overseas	4,813,556	2,897,057
	15,953,879	13,084,737

# Notes to the Financial Statements

3.	OPERATING PROFIT		
	Operating profit is stated after charging/(crediting):		
		2013 £	2012 £
	Depreciation of owned fixed assets Auditor's remuneration - as auditor	7,337 6,000	3,144 5,700
	Operating lease costs: - Plant and equipment	-	3,662
	- Other Net profit on foreign currency translation	108,213 (102,214)	90,055 (112,609)
4.	PARTICULARS OF EMPLOYEES		
	The average number of staff employed by the company du	ring the financial year amounted to:	
	Number of administrative staff	2013 No	2012 No 25
	Number of administrative statt	23	
	The aggregate payroll costs of the above were:		
		2013 £	2012 £
	Wages and salaries Social security costs	1,207,520 144,767	1,122,833 129,996
		1,352,287	1,252,829
5.	DIRECTORS' REMUNERATION		
	The directors' aggregate remuneration in respect of qualify	ing services were:	
		2013 £	2012 £
	Remuneration receivable	312,348	289,277 ———
	Remuneration of highest paid director:	2013 £	2012 £
	Total remuneration (excluding pension contributions)	169,745	162,360
6.	INTEREST PAYABLE AND SIMILAR CHARGES		
		2013 £	2012 £
	Interest payable on bank borrowing Other similar charges payable	- 84,047	6 81,492
		84,047	81,498

# Notes to the Financial Statements

# YEAR ENDED 31 DECEMBER 2013

7.	TAXATION	ON ORDINARY	ACTIVITIES
----	----------	-------------	------------

# (a) Analysis of charge in the year

	2013	2012
Current tax:	±	*
UK Corporation tax based on the results for th	ne year at	
23.22% (2012 - 23.70%)	336,730	207,437
Total current tax	336,730	207,437

# (b) Factors affecting current tax charge

The tax assessed on the profit on ordinary activities for the year is higher than the standard rate of corporation tax in the UK of 23.22% (2012 - 23.70%).

Profit on ordinary activities before taxation	2013 £ 1,442,661	2012 £ 884,022
Profit on ordinary activities by rate of tax Expenses not deductable for tax purposes Capital allowances for period in excess of depreciation	334,968 3,910 (2,148)	209,470 (1,923) (110)
Total current tax (note 7(a))	336,730	207,437

#### 8. DIVIDENDS

Equity dividends	2013 £	2012 £
Paid Equity dividends on ordinary shares	888,800	80,000
Proposed after the year end (not recognised as a liability) Equity dividends on ordinary shares	444,400	444,400

# **Notes to the Financial Statements**

Q	TANGIBE	E FIVED	ACCETC
<b>J</b> .	LANGIBL	ル・ヒーストリー	Abbr 15

Э.	I ANGIBLE FIXED ASSETS				
			Leasehold Property £	Equipment £	Total £
	COST At 1 January 2013 Additions		50,870	68,420 15,908	119,290 15,908
	At 31 December 2013		50,870	84,328	135,198
	DEPRECIATION At 1 January 2013 Charge for the year		50,870 -	60,250 7,337	111,120 7,337
	At 31 December 2013		50,870	67,587	118,457
	NET BOOK VALUE At 31 December 2013		_	16,741	16,741
	At 31 December 2012			8,170	8,170
10.	STOCKS				
	Stock		2013 £ 720,205		2012 £ 771,807
11.	DEBTORS				
	Trade debtors Other debtors Directors current accounts Prepayments and accrued income		2013 £ 1,449,534 86,632 139,712 33,008 1,708,886		2012 £ 2,257,978 261,195 157,561 34,734 2,711,468
12.	CREDITORS: Amounts falling due within one				
	Invoice discounting Trade creditors Other creditors including taxation and social secu	2013 £	£ 983,342 727,298	2012 £	£ 1,165,413 939,379
	Corporation tax PAYE and social security Other creditors	336,730 - 209,510		207,437 50,232 10,011	
	Accruals and deferred income		546,240 85,626		267,680 102,348
			2,342,506		2,474,820

#### **Notes to the Financial Statements**

### YEAR ENDED 31 DECEMBER 2013

### 12. CREDITORS: Amounts falling due within one year (continued)

The following liabilities disclosed under creditors falling due within one year are secured by the company:

3	J	•	•	
		2013		2012
		£		£
Invoice discounting		983,342		1,165,413
-		<del></del>	=	

The invoice discounting balance is secured on the trade debtors of the company.

### 13. CREDITORS: Amounts falling due after more than one year

	2013	2012
	£	£
Other creditors:		
Related party loan	701,779	701,779
• •		

### 14. COMMITMENTS UNDER OPERATING LEASES

At 31 December 2013 the company had annual commitments under non-cancellable operating leases as set out below.

	2013		2012	
	Land and buildings £	Other Items £	Land and buildings £	Other Items £
Operating leases which expire:		7.067		25 572
Within 1 year	-	7,967	-	25,572
Within 2 to 5 years	44,430	$\frac{41,460}{}$	44,430	12,538
	44,430	49,427	44,430	38,110

### 15. TRANSACTIONS WITH THE DIRECTORS

Included in debtors is £139,712 due from two directors. Further details are:

	2013	2012
	£	£
Mr A Gould	47,708	59,708
Miss K Stewart	92,004	97,853
	139,712	157,561
		N. Carrieron
		Maximum
		balance
		£
Mr A Gould		59,708
Miss K Stewart		97 853

The movements on Mr A Gould's advance are as a result of a repayment of £12,000 made during the year. The movements on Miss K Stewart's advance are as a result of a repayment of £6,633 and a further advance of £784 made during the year. Interest was also paid by Mr A Gould and Miss K Stewart at 6% per annum amounting to £4,307 and £6,349 respectively. The advances are unsecured and repayable on demand.

# Notes to the Financial Statements

### YEAR ENDED 31 DECEMBER 2013

### 16. RELATED PARTY TRANSACTIONS

In the directors opinion the company is not under the control of any one person.

As at the balance sheet date there is a US Dollar loan outstanding to Mr J Calderwood, a fifty percent shareholder of the company, of £701,779 (2012: £701,779) for which interest is charged at 12% per annum. The interest charged for the period amounted to £84,047 (2012: £81,492). There is no formal repayment date for the loan, however the loan is not repayable within one year of the year end. Any movement on the loan during the year is due to changes in the exchange rate between Sterling and US Dollars.

In addition during the year dividends were paid to Mr J Calderwood totalling £400,000 (2012: £40,000).

During the year the company paid a dividend to the director Mr A Gould totalling £200,000 (2012: £20,000) and paid a dividend to Miss K Stewart also totalling £200,000 (2012:£20,000).

### 17. SHARE CAPITAL

### Authorised share capital:

	2,000 A Ordinary shares of £1 each 222 B Ordinary shares of £1 each		2013 £ 2,000 222 2,222		2012 £ 2,000 222 2,222
	Allotted, called up and fully paid:				
	A Ordinary shares of £1 each B Ordinary shares of £1 each	2013 No 2,000 222 2,222	£ 2,000 222 2,222	2012 No 2,000 222 2,222	£ 2,000 222 2,222
18.	SHARE PREMIUM ACCOUNT				
	Balance brought forward Premium on shares issued in the year Balance carried forward		2013 £ 7,777 — 7,777		2012 £ 7,777 7,777
19.	PROFIT AND LOSS ACCOUNT		·		
	Balance brought forward Profit for the financial year Equity dividends		2013 £ 885,537 1,105,931 (888,800)		2012 £ 288,952 676,585 (80,000)
	Balance carried forward		1,102,668		885,537

# **Notes to the Financial Statements**

# YEAR ENDED 31 DECEMBER 2013

Net cash inflow from financing

# 20. NOTES TO THE CASH FLOW STATEMENT

# RECONCILIATION OF OPERATING PROFIT TO NET CASH INFLOW FROM **OPERATING ACTIVITIES**

Operating profit Depreciation Decrease/(increase) in stocks Decrease/(increase) in debtors (Decrease)/increase in creditors Loss on foreign currency retranslation on debt Net cash inflow from operating activities  RETURNS ON INVESTMENTS AND SERVICING	2013 £ 1,517,439 7,337 51,602 1,002,582 (461,607) ————————————————————————————————————	2012 £ 957,270 3,144 (207,223) (410,714) 209,201 36,221 587,899
	2013	2012
	£	£
Interest received Interest paid	9,269 (84,047)	8,250 (81,498)
Net cash outflow from returns on investments and servi	<u></u> -	<del>`</del> '
of finance	(74,778)	(73,248)
TAXATION		
	2013	2012
	£	£
Taxation	$\underbrace{(207,437)}_{}$	(26,463)
CAPITAL EXPENDITURE		
	2013	2012
Payments to acquire tangible fixed assets	£ (15,908)	£ (2,751)
Net cash outflow from capital expenditure	(15,908)	(2,751)
Not out out out now from out out of out of out of out out of out of out out of out out of out out out of out out of out out out out of out	(13,500)	(2,701)
FINANCING .		
	2013	2012
Issue of aquity share conite!	£	£ 222
Issue of equity share capital Share premium on issue of equity share capital	<del>-</del> -	7,777
,	<del></del>	

# **Notes to the Financial Statements**

# YEAR ENDED 31 DECEMBER 2013

# 20. NOTES TO THE CASH FLOW STATEMENT (continued)

# RECONCILIATION OF NET CASH FLOW TO MOVEMENT IN NET FUNDS

	2013		201	2
Increase in cash in the period	£ 1,130,430	£	£ 413,436	£
		1,130,430		413,436
Change in net funds		1,130,430		413,436
Net debt at 1 January 2013		(121,089)		(534,525)
Net funds at 31 December 2013		1,009,341		(121,089)
ANALYSIS OF CHANGES IN NET FUNDS				
		At 1 Jan 2013 £	Cash flows	At 31 Dec 2013
Net cash: Cash in hand and at bank		580,690	1,130,430	1,711,120
Debt: Debt due after 1 year		(701,779)		(701,779)
Net funds		(121,089)	1,130,430	1,009,341