

PS INDEPENDENT TRUSTEES LIMITED

**Financial statements for the year ended
31 December 2012**

Registered number: 3021321



PS INDEPENDENT TRUSTEES LIMITED

Financial Statements for the year ended 31 December 2012

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PS INDEPENDENT TRUSTEES LIMITED

Directors and Advisers for the year ended 31 December 2012

Directors

J P Batting
E C Bruce-Gardner
W Phelan
S M Southall

Secretary

I E Nash

Registered office

11 Strand
London
WC2N 5HR

Auditors

BDO LLP
55 Baker Street
London
W1U 7EU
United Kingdom

PS INDEPENDENT TRUSTEES LIMITED

Directors' report for the year ended 31 December 2012

The Directors present their report and the audited financial statements of the company for the year ended 31 December 2012

Principal activities

The principal activity of the company is that of providing trustee services to occupational pension schemes. In addition to this the company provides related services to schemes where it is not appointed as trustee. No change in activities is envisaged in the ensuing year.

Review of the business and performance during the year

The profit and loss account is set out on page 7 and shows turnover for the year of £1.7m, an increase of 11% when compared to the turnover in 2011 (excluding disbursement income). The Directors were satisfied that this represented solid growth.

The profit after tax for the year was £367k (2011: £256k), an increase of 43%. The Directors are expecting the business to continue to grow for the foreseeable future.

As a consultancy business, in order for the business to continue to grow it will need to continue to hire appropriate staff. This risk is considered by the Directors as part of the register of risks maintained.

Principal risks and uncertainties

The principal risks for the business are reviewed at each Board meeting. Prior to the Board meeting, the register of risks is reviewed by the Managing Director in conjunction with the group Risk Manager. These risks are reviewed as part of the Group's Risk Management Policy.

The principal risks are as follows:

Client retention

The company conducts client satisfaction discussions or independent reviews on an on-going basis. In addition, there is a spread of income sources across the company's client base.

Errors and omissions

The company has agreed and documented procedures for all members of staff. There is also a delegated authority framework for non-Directors. Work continues in relation to the development of these procedures to ensure that they are current and appropriate.

Key personnel

A review of remuneration packages is conducted on a regular basis. There are also long term incentive plans in place for most senior members of staff.

PS INDEPENDENT TRUSTEES LIMITED

Directors' report for the year ended 31 December 2012 (*continued*)

Charitable and political contributions

During the year, the company made charitable donations amounting to £600 (2011 £506)

Employment

Employee involvement

Employees are kept as fully informed as possible about the activities of the business. This is achieved through internal communications, the intranet, and management and staff meetings.

As part of the Punter Southall Group ("the group") the company encourages employee involvement in the financial performance of the business through senior management incentive share schemes.

Disability

The group gives full and fair consideration to applications for employment made by people with disabilities. Where an employee becomes disabled whilst in employment, every effort will be made to look at appropriate and reasonable adjustments and to offer suitable employment together with assistance in retraining.

Equal opportunities

Equal opportunities are offered to all, regardless of gender, race, ethnicity or national origin, sexual orientation, religious belief, colour, disability, marital status or age. All applicants and employees are treated equally in respect of recruitment, promotion, training, pay and other employment policies and practises. All decisions are based on merit. Reasonable adjustments will be made to accommodate those with special needs. Under no circumstances will discrimination against any individual or group be tolerated. All employees have access to confidential counselling.

Results and dividends

The profit and loss account is set out on page 7 and shows a profit for the year.

No dividend was paid during the year (2011 £nil)

Directors

The Directors who held office during the year are given below.

J P Batting
E C Bruce-Gardner
W Phelan
S M Southall

PS INDEPENDENT TRUSTEES LIMITED

Directors' report for the year ended 31 December 2012 (*continued*)

Statement of Directors' responsibilities

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

Company law requires the Directors to prepare financial statements for each financial year. Under that law the Directors have elected to prepare the Group and company 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 Group and company and of the profit or loss of the Group 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,
- 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.

Auditors

All Directors have taken all appropriate steps to make themselves aware of any information needed by the company's auditors for the purposes of their audit and to establish that the auditors are aware of that information. The Directors are not aware of any relevant audit information of which the auditors are unaware.

BDO LLP has expressed its willingness to continue in office and a resolution to re-appoint it will be proposed at a forthcoming board meeting in accordance with section 487 of the Companies Act 2006.

On behalf of the Board



Director W Phelan

Date 11 June 2013

PS INDEPENDENT TRUSTEES LIMITED

Independent auditors' report to the members of PS Independent Trustees Limited

We have audited the financial statements of PS Independent Trustees Limited for the year ended 31 December 2012 which comprise the profit and loss account, the balance sheet and the related notes. 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 auditor's report and for no other purpose. To the fullest extent permitted by law, we do not accept or assume responsibility to anyone other than the company and the company's members as a body, for our audit work, for this report, or for the opinions we have formed.

Respective responsibilities of Directors and auditors

As explained more fully in the statement of Directors' responsibilities, 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 (APB's) Ethical Standards for Auditors.

Scope of the audit of the financial statements

A description of the scope of an audit of financial statements is provided on the Financial Reporting Council's website at www.frc.org.uk/apb/scope/private.cfm.

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 2012 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 matters 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 the financial statements.

PS INDEPENDENT TRUSTEES LIMITED

Independent auditors' report to the members of PS Independent Trustees Limited (*continued*)

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



Neil Fung-On (senior statutory auditor)
For and on behalf of BDO LLP, statutory auditor
London
United Kingdom

Date 11 June 2013

BDO LLP is a limited liability partnership registered in England and Wales (with registered number OC305127)

PS INDEPENDENT TRUSTEES LIMITED

Profit and Loss Account for the year ended 31 December 2012

		2012 £	2011 £
	Note		
Turnover	3	1,710,127	1,535,250
Administrative expenses		(1,244,847)	(1,210,852)
Other income		<u>211</u>	<u>10</u>
Operating profit	4	465,491	324,408
Interest Receivable		110	-
Profit on ordinary activities before taxation		<u>465,601</u>	<u>324,408</u>
Tax on profit on ordinary activities	7	(98,636)	(68,479)
Profit on ordinary activities after taxation	12	<u>366,965</u>	<u>255,929</u>

All amounts relate to continuing activities

All recognised gains and losses are included in the profit and loss account

The notes on pages 9 to 13 form part of these financial statements

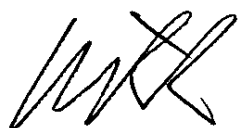
PS INDEPENDENT TRUSTEES LIMITED

Balance Sheet as at 31 December 2012


Registered number: 3021321

	Note	2012 £	2011 £
Current assets			
Debtors	8	905,191	406,292
Cash at bank and in hand		<u>565,594</u>	<u>721,736</u>
		1,470,785	1,128,028
Creditors: amounts falling due within one year	9	(312,104)	(336,312)
Net current assets		<u>1,158,681</u>	<u>791,716</u>
Net assets		<u>1,158,681</u>	<u>791,716</u>
Capital and reserves			
Called up share capital	11	7	7
Profit and loss account	12	1,158,674	791,709
Shareholders' funds	13	<u>1,158,681</u>	<u>791,716</u>

The financial statements were approved by the board and authorised for issue on 11 June 2013



Director W Phelan



Director S M Southall

The notes on pages 9 to 13 form part of these financial statements

PS INDEPENDENT TRUSTEES LIMITED

Notes forming part of the financial statements for the year ended 31 December 2012

1. Accounting policies

The financial statements have been prepared under the historical cost convention and in accordance with applicable accounting standards. The following principal accounting policies have been applied:

Turnover

Turnover represents sales to outside customers at invoiced amounts less value added tax. Revenue is recognised on an accruals basis.

Accrued income

Unbilled work at 31 December 2012 is valued at the estimated realisable value. This is the lower of cost and net realisable value. The cost is determined from time sheets and hourly rates.

Pension costs

Contributions to the group's defined contribution stakeholder arrangement and to individual personal pension arrangements are charged to the profit and loss account in the period in which they become payable. The assets of these schemes are held separately from those of the company in independently administered funds.

Operating leases

The company has not entered into an operating lease agreement in its own right for the property it occupies. Instead it pays a facilities charge to its holding company, Punter Southall Group Limited, which is charged to the profit and loss account.

Dividends

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

Deferred taxation

Provision is made in full for all taxation deferred in respect of timing differences that have originated but not reversed by the balance sheet date. No provision is made for taxation on permanent differences. Deferred tax assets are recognised to the extent that it is more likely than not that they will be recovered. Deferred tax balances are not discounted.

2. Cash flow statement

The company has used the exemption under Financial Reporting Standard 1, 'Cash Flow Statements', not to prepare a cash flow statement as it is consolidated in the financial statements of its parent company.

PS INDEPENDENT TRUSTEES LIMITED

Notes forming part of the financial statements for the year ended 31 December 2012 (continued)

3. Turnover

Turnover is wholly attributable to the principal activity of the company and arises solely within the United Kingdom

4. Operating profit

The auditors' remuneration of £8,755 (2011 £8,755) was paid by Punter Southall Group Limited, the parent company

5. Directors' Emoluments

	2012 £	2011 £
Aggregate emoluments	120,800	176,409
Company contributions to money purchase pension schemes	8,400	7,524
	<u>129,200</u>	<u>183,933</u>

The emoluments of the highest paid Director were £129,200 (2011 £177,724)

The Directors were members of the company's group personal pension arrangement

6. Employee information

	2012 £	2011 £
Staff costs (including Directors) consist of:-		
Wages and salaries	655,380	599,882
Social security costs	78,616	69,481
Other pension costs	39,962	36,011
	<u>773,958</u>	<u>705,374</u>

The average number of persons (including Directors) employed by the company during the year was

<u>10</u>	<u>10</u>
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All staff are employed by a fellow subsidiary company, Bonneysave Limited. Employee costs are cross charged to the relevant business on a monthly basis

PS INDEPENDENT TRUSTEES LIMITED

Notes forming part of the financial statements for the year ended 31 December 2012 (continued)

7. Taxation on profit on ordinary activities

	2012 £	2011 £
Current tax		
UK corporation tax on profits for the year	98,703	68,418
Adjustment in respect of prior years	117	61
Tax on profit on ordinary activities	<u>98,820</u>	<u>68,479</u>
Deferred tax		
Reversal of timing differences	42	-
Adjustment in respect of prior years	<u>(226)</u>	<u>-</u>
Tax on profit on ordinary activities	<u>98,636</u>	<u>68,479</u>

The tax assessed for the year differs to the standard corporation tax in the UK. The differences are explained below

Profit on ordinary activities before tax	<u>465,601</u>	<u>324,408</u>
Profit on ordinary activities at the effective rate of corporation tax in the UK of 24.5% (2011: 26.5%)	114,072	85,968
Effects of:		
Expenses not deductible for tax purposes	2,376	711
Adjustment to tax charge in respect of previous years	117	61
Transfer pricing adjustments	(17,703)	(18,261)
Depreciation in excess of capital allowances	<u>(42)</u>	<u>-</u>
Current tax charge for year	<u>98,820</u>	<u>68,479</u>

8. Debtors

	2012 £	2011 £
Trade debtors	319,973	323,186
Other debtors and accrued income	93,653	59,370
Amounts owed from group undertakings	491,381	23,736
Deferred tax (note 10)	<u>184</u>	<u>-</u>
	<u>905,191</u>	<u>406,292</u>

The deferred tax debtor falls due in greater than one year. All amounts fall due for repayment within one year.

PS INDEPENDENT TRUSTEES LIMITED

Notes forming part of the financial statements for the year ended 31 December 2012 (continued)

9. Creditors: amounts falling due within one year

	2012 £	2011 £
Trade creditors	-	3,063
Amounts due to group undertakings	60,923	126,337
Taxation and social security	64,849	72,087
Accruals	186,332	134,825
	<u>312,104</u>	<u>336,312</u>

10. Deferred tax

The elements of deferred taxation are as follows

	2012 £	2011 £
Accelerated capital allowances	184	-
Total potential asset	<u>184</u>	<u>-</u>
Deferred tax asset unrecognised	-	-
Deferred tax asset recognised - accelerated capital allowances	<u>184</u>	<u>-</u>
		2012 Deferred taxation £
At 1 January 2012		-
Prior year adjustment		226
Current year movement		(42)
At 31 December 2012		<u>184</u>

11. Called up Share Capital

	2012 £	2011 £
Authorised		
100 Ordinary shares of £1 each	<u>100</u>	<u>100</u>
Allotted, called up and fully paid		
7 Ordinary shares of £1 each	<u>7</u>	<u>7</u>

PS INDEPENDENT TRUSTEES LIMITED

Notes forming part of the financial statements for the year ended 31 December 2012 (*continued*)

12. Reserves

	Profit and loss account £
At 1 January 2012	791,709
Profit for the year	366,965
At 31 December 2012	<u>1,158,674</u>

13. Reconciliation of movements in shareholders' funds

	2012 £	2011 £
Profit for the year	366,965	255,929
Net addition in shareholders' funds	<u>366,965</u>	<u>255,929</u>
Shareholders' funds at 1 January	791,716	535,787
Shareholders' funds at 31 December	<u>1,158,681</u>	<u>791,716</u>

14. Related party transactions

The company has taken advantage of the exemption available under Financial Reporting Standard 8, 'Related Party Transactions', not to disclose any transactions with wholly owned subsidiaries included in the consolidated financial statements of its parent company

15. Immediate and ultimate parent companies

The immediate parent company is Punter Southall Group Limited, incorporated in the United Kingdom. Punter Southall Group Limited is the parent company of the smallest group of which the company is a member.

The company's ultimate controlling undertaking, as defined in Financial Reporting Standard 8, is Punter Southall Group Limited, an entity incorporated in the United Kingdom. Punter Southall Group Limited is the parent of the largest group for which the company is a member.

Copies of the financial statements of Punter Southall Group Limited can be obtained from the Company Secretary.

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