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#### **COMPANY REGISTRATION NUMBER 01614118**

# SLOUGH MOTOR COMPANY LIMITED FINANCIAL STATEMENTS FOR 30 NOVEMBER 2013





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#### **LEAMAN MATTEI**

Chartered Accountants & Statutory Auditor 47-57 Marylebone Lane London W1U 2NT

#### FINANCIAL STATEMENTS

#### YEAR ENDED 30 NOVEMBER 2013

CONTENTS	PAGE
The directors' report	1
Statement of directors' responsibilities	3
Independent auditor's report to the shareholders	4
Profit and loss account	6
Statement of total recognised gains and losses	7
Balance sheet	8
Cash flow statement	9
Notes to the financial statements	10
The following pages do not form part of the financial statements	3
Detailed profit and loss account	20
Notes to the detailed profit and loss account	21

#### THE DIRECTORS' REPORT

#### YEAR ENDED 30 NOVEMBER 2013

The directors have pleasure in presenting their report and the financial statements of the company for the year ended 30 November 2013.

#### PRINCIPAL ACTIVITIES AND BUSINESS REVIEW

The main activities of the company are the sale, export, hire and maintenance of motor vehicles and ancillary services.

The directors are satisfied with the results for the year despite the competitive nature if the industry. They consider that existing operational plans will result in further development for the company in the foreseeable future.

The directors consider that the key financial performance indicators (KPIs) are those that communicate the financial performance and strength of the company as a whole to the members. These KPIs comprise turnover, operating profit and shareholders' funds.

Turnover for the year was £62,908,202 (2012: £55,462,244).

The operating profit was £268,069 (2012: £432,027) and the profit before tax was £263,169 (2012: £368,756).

Shareholders' funds decreased by £492,341 to £1,846,806 as a result of the post tax profit and dividends for the year.

The directors consider that the principal non-financial KPIs are customer service, employee satisfaction and health and safety. The directors are satisfied with the company's performance in each of these areas.

#### RESULTS AND DIVIDENDS

The profit for the year, after taxation, amounted to £207,659. Particulars of dividends paid are detailed in note 7 to the financial statements.

#### FINANCIAL RISK MANAGEMENT OBJECTIVES AND POLICIES

The company's principal financial instruments comprise cash balances and bank overdrafts and loans. The main purpose of these financial instruments is to provide finance for the company's operations.

The main financial risks arising from the company's financial instruments are credit risk and liquidity risk. The company minimises its exposure to credit risk by conducting status enquiries and gate control at trading premises and by regularly reviewing the aged analysis debtors. The company minimises its exposure to liquidity risk by ensuring that sufficient funds are available for its day to day operations via use of its borrowing facility.

#### **DIRECTORS**

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

M J Warnes C Redfern L S Mudan

#### **FIXED ASSETS**

Movements in fixed assets are set out in note 7.

#### THE DIRECTORS' REPORT (continued)

#### **YEAR ENDED 30 NOVEMBER 2013**

#### **AUDITOR**

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

Registered office:

331 Long Lane

Hillingdon

Uxbridge

Middlesex

**UB109JU** 

Signed on behalf of the directors

M J Warnes

Director

Approved by the directors on 18 June 2014

#### STATEMENT OF DIRECTORS' RESPONSIBILITIES

#### YEAR ENDED 30 NOVEMBER 2013

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 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 those 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.

In so far as the directors are aware:

- there is no relevant audit information of which the company's auditor is unaware; and
- the directors have taken all steps that they ought to have taken to make themselves aware of any relevant audit information and to establish that the auditor is aware of that information.

# INDEPENDENT AUDITOR'S REPORT TO THE SHAREHOLDERS OF SLOUGH MOTOR COMPANY LIMITED

#### **YEAR ENDED 30 NOVEMBER 2013**

We have audited the financial statements of Slough Motor Company Limited for the year ended 30 November 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 (APB'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. 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 30 November 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 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.

# INDEPENDENT AUDITOR'S REPORT TO THE SHAREHOLDERS OF SLOUGH MOTOR COMPANY LIMITED (continued)

#### YEAR ENDED 30 NOVEMBER 2013

#### 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.

P MATTEI (Senior Statutory

Auditor)

For and on behalf of LEAMAN MATTEI Chartered Accountants

& Statutory Auditor

47-57 Marylebone Lane London W1U 2NT

18 June 2014

#### **PROFIT AND LOSS ACCOUNT**

#### **YEAR ENDED 30 NOVEMBER 2013**

	Note	2013 £	2012 £
TURNOVER	2	62,908,202	55,462,244
Cost of sales		55,138,529	48,337,239
GROSS PROFIT		7,769,673	7,125,005
Distribution Costs		5,154,192	4,589,557
Administrative expenses		2,347,412	2,103,421
OPERATING PROFIT	3	268,069	432,027
Interest payable and similar charges	5	4,900	63,271
PROFIT ON ORDINARY ACTIVITIES BEFORE TAXATION	Ī	263,169	368,756
Tax on profit on ordinary activities	6	55,510	110,923
PROFIT FOR THE FINANCIAL YEAR		207,659	257,833

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

# SLOUGH MOTOR COMPANY LIMITED STATEMENT OF TOTAL RECOGNISED GAINS AND LOSSES YEAR ENDED 30 NOVEMBER 2013

	2013 £	2012 £
Profit for the financial year attributable to the shareholders	207,659	257,833
Unrealised loss on revaluation of certain fixed assets	-	(1,181,967)
Total gains and losses recognised since the last annual report	207,659	(924,134)

#### **BALANCE SHEET**

#### **30 NOVEMBER 2013**

	2013		3	2012	
	Note	£	£	£	
FIXED ASSETS					
Tangible assets	8		2,200,029	2,190,099	
CURRENT ASSETS					
Stocks	9	7,234,150		5,867,976	
Debtors	10	1,458,602		1,705,248	
Cash in hand		2,950		2,950	
,		8,695,702		7,576,174	
CREDITORS: Amounts falling due within one		, ,			
year	11	8,898,925		7,277,126	
NET CURRENT (LIABILITIES)/ASSETS			(203,223)	299,048	
TOTAL ASSETS LESS CURRENT LIABILITIES			1,996,806	2,489,147	
CREDITORS: Amounts falling due after more		*			
than one year	12		150,000	150,000	
			1,846,806	2,339,147	
CAPITAL AND RESERVES					
Called-up equity share capital	17		50,100	50,100	
Revaluation reserve	18		1,108,020	1,108,020	
Profit and loss account	18		688,686	1,181,027	
SHAREHOLDERS' FUNDS	19		1,846,806	2,339,147	

These financial statements were approved by the directors and authorised for issue on 18 June 2014, and are signed on their behalf by:

M J WARNES

Company Registration Number: 01614118

#### **CASH FLOW STATEMENT**

#### YEAR ENDED 30 NOVEMBER 2013

		2013	3	2012
NIEW CACKY INTEL OVY EDOM ODED A TING	Note	£	£	£
NET CASH INFLOW FROM OPERATING ACTIVITIES	20		535,922	437,065
RETURNS ON INVESTMENTS AND				
SERVICING OF FINANCE	20		(4,900)	(63,271)
TAXATION	20		(110,923)	(53,451)
CAPITAL EXPENDITURE AND FINANCIAL				
INVESTMENT	20		(176,427)	(101,885)
EQUITY DIVIDENDS PAID			(700,000)	_
(DECREASE)/INCREASE IN CASH			( <del>456,328</del> )	218,458
RECONCILIATION OF NET CASH FLOW TO	O MOVEM	ENT IN NE	T DEBT	
			2013	2012
(Degrees) (In greese in each in the maried			£ (456 229)	£
(Decrease)/Increase in cash in the period			(456,328)	218,458
Movement in net debt in the period			(456,328)	218,458
Net debt at 1 December 2012		20	(463,042)	(681,500)
Net debt at 30 November 2013		20	(919,370)	(463,042)

#### NOTES TO THE FINANCIAL STATEMENTS

#### YEAR ENDED 30 NOVEMBER 2013

#### 1. ACCOUNTING POLICIES

#### **Basis of accounting**

The financial statements have been prepared under the historical cost convention, modified to include the revaluation of certain fixed assets and in accordance with applicable accounting standards.

#### Consolidation

The company was, at the end of the year, a subsidiary of another company incorporated in the EEA and in accordance with Section 400 of the Companies Act 2006, is not required to produce, and has not published, consolidated accounts.

#### **Turnover**

Turnover represents the value of goods sold, services provided and commissions receivable by the company, exclusive of value added tax.

#### Fixed assets

All fixed assets are initially recorded at cost, comprising all expenditure that is directly attributable to bringing the asset into working condition for its intended use. Assets are then carried in the Balance Sheet using the following measurement bases:

- Freehold properties existing use value.
- All other fixed assets depreciated historical cost.

Assets included in the Balance Sheet at current value are revalued where there have been material changes in the value. Valuations of property assets are carried out by the an external, qualified valuer, who is independent of the Company. The method of valuations is in accordance with the principles and guidance notes issued by the Royal Institute of Chartered Surveyors.

Increases as a result of revaluations are debited to the appropriate asset account, with the opposite entry going to the Revaluation Reserve to recognise unrealised gains, except to the extent where it reverses a previous revaluation loss that was charged to the Profit and Loss Account. In this case the revaluation gain will first be used to offset the previous loss and any further gain is then taken to the Revaluation Reserve.

#### 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:

Freehold Property Leasehold Property

Fixtures, fittings, plant and equipment

- 2% to 10% per annum
- over the unexpired period of the lease
- 10% to 33.33% per annum

#### Stocks

Stock is valued at the lower of cost and net realisable value. Stock held on consignment is accounted for in the balance sheet only when title has passed to the group or when the commercial risk of obsolescence rests with the company.

#### NOTES TO THE FINANCIAL STATEMENTS

#### YEAR ENDED 30 NOVEMBER 2013

#### 1. ACCOUNTING POLICIES (continued)

#### Leased assets

Rental payments are written off in the period they are incurred.

#### **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	62,908,202	£ 55,462,244
3.	OPERATING PROFIT		
	Operating profit is stated after charging:		
		2013 £	2012 £
	Directors' remuneration Depreciation of owned fixed assets Operating lease costs:	- 166,497	154,755
	- Other	347,800	389,575
	Auditor's remuneration - audit of the financial statements  Auditor's remuneration - other fees	19,004	18,500 4,500
		2013 £	2012 £
	Auditor's remuneration - audit of the financial statements	19,004	18,500
	Auditor's remuneration - other fees:		
	- Other services		4,500

#### **NOTES TO THE FINANCIAL STATEMENTS**

#### **YEAR ENDED 30 NOVEMBER 2013**

#### 4. PARTICULARS OF EMPLOYEES

The average number of staff employed by the company during the financial year amounted to:

	Number of production staff Number of distribution staff Number of administrative staff	2013 No 16 92 27 135	2012 No 16 90 30 136
	The aggregate payroll costs of the above were:		
	Wages and salaries Social security costs Other pension costs	2013 £ 3,837,985 380,987 138,914 4,357,886	2012 £ 3,545,651 364,896 129,617 4,040,164
5.	INTEREST PAYABLE AND SIMILAR CHARGES		
J.	Interest payable on bank borrowing Other loans	2013 £ 4,900 ———————————————————————————————————	2012 £ 11,769 51,502 63,271
6.	TAXATION ON ORDINARY ACTIVITIES		
	(a) Analysis of charge in the year		
	Current tax:	2013 £	2012 £
	UK Corporation tax based on the results for the year at 22.47% (2012 - 24.67%)  Total current tax	55,510 55,510	110,923 110,923

#### **NOTES TO THE FINANCIAL STATEMENTS**

#### YEAR ENDED 30 NOVEMBER 2013

#### 6. TAXATION ON ORDINARY ACTIVITIES (continued)

#### (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 22.47% (2012 - 24.67%).

2013

2012

				2013	2012
	Profit on ordinary activities before toyati	<b></b>		£	£ 368,756
	Profit on ordinary activities before taxation	JII		<u>263,169</u>	300,730
	Profit on ordinary activities by rate of tax	,		50 124	00.072
	Permanent timing differences	•		59,134 1,065	90,972 6,518
	Other timing differences			(4,689)	14,008
	Other adjustments			(4,002)	(575)
	•				
	Total current tax (note 6(a))			55,510	110,923
7.	DIVIDENDS				
	Equity dividends				
	•			2013	2012
				£	£
	Paid during the year:				
	Dividends on equity shares			700,000	_
	and a square of the square of				-
8.	TANGIBLE FIXED ASSETS				
				Fixtures,	
				fittings,	
		Freehold	Leasehold	plant and	
		Property	Property	equipment	Total
		£	£	£	£
	COST OR VALUATION				
	At 1 December 2012	1,950,000	45,738	1,821,616	3,817,354
	Additions	_	_	176,427	176,427
	Disposals			(62,241)	(62,241)
	At 30 November 2013	1,950,000	45,738	1,935,802	3,931,540
	DEPRECIATION				
	At 1 December 2012	6,226	39,991	1,581,038	1,627,255
	Charge for the year	14,968	5,747	145,782	166,497
	On disposals	, <u> </u>	· <del>-</del>	(62,241)	(62,241)
	At 30 November 2013	21,194	45,738	1,664,579	1,731,511
	At 50 November 2015	====	<del></del>	1,004,575	1,731,311
	NET BOOK VALUE				
	At 30 November 2013	1,928,806	_	271,223	2,200,029
	At 30 November 2012	1,943,774	5,747	240,578	2,190,099

#### NOTES TO THE FINANCIAL STATEMENTS

#### YEAR ENDED 30 NOVEMBER 2013

#### 8. TANGIBLE FIXED ASSETS (continued)

The properties were valued by Stiles Harold Williams, Chartered Surveyors, on 17 July 2012 at a value of £1,950,000.

All other tangible assets are stated at historical cost.

In respect of certain fixed assets stated at valuations, the comparable historical cost and depreciation values are as follows:

		2013 £	2012 £
:	Historical cost	1,107,438	1,107,438
9.	STOCKS		
		2013 £	2012 £
ł	Stock	7,234,150	5,867,976
10.	DEBTORS		
		2013 £	2012 £
,	Trade debtors	321,411	148,489
	Amounts owed by group undertakings	918,879	1,203,382
	Prepayments and accrued income	218,312	353,377
		1,458,602	1,705,248
11.	CREDITORS: Amounts falling due within one year		
		2013	2012
	Overdrafts	£ 772,320	£ 315,992
	Trade creditors	5,894,403	4,865,771
	Amounts owed to group undertakings	429,724	429,724
	Corporation tax	84,353	139,766
	Other taxation and social security	137,610	143,314
	Accruals and deferred income	1,580,515	1,382,559
		8,898,925	7,277,126

The bank overdrafts and certain trade creditors are secured by fixed and floating charges over certain assets of the company.

#### NOTES TO THE FINANCIAL STATEMENTS

#### **YEAR ENDED 30 NOVEMBER 2013**

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

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

	2013	2012
	£	£
Overdrafts	772,320	315,992
Trade creditors	1,668,564	1,099,297
	2,440,884	1,415,289
12. CREDITORS: Amounts falling due after more than one year		
	2013	2012
	£	£
Shareholders' loans	150,000	150,000

#### 13. PENSIONS

The parent company operates a group personal pension plan under which contributions are paid into individual policies. Contributions paid by the company are written off to the profit and loss account in the accounting period in which they are incurred.

#### 14. COMMITMENTS UNDER OPERATING LEASES

At 30 November 2013 the company had annual commitments under non-cancellable operating leases as set out below.

Land and buildings		
2013		
£	£	
-	20,400	
149,677	115,708	
227,400	246,900	
377,077	383,008	
	2013 £ 149,677 227,400	

#### 15. CONTINGENCIES

The company is a member of a group registration for value added tax purposes and, accordingly is jointly and severally liable for any such tax due by the representative member.

The company is part of an intercompany guarantee of £1,500,000 given to the company bankers covering Slough Motor Company Limited and Bestodeck Limited. At 30 November 2013 the amount guaranteed by the company not included on the company balance sheet was £33,203 (2012 - £163,900).

The company guarantees a group stocking arrangement for the group of which it is a member. At 30 November 2012 the amount of trade creditors guaranteed by the company not included on the company balance sheet was £3,292,682 (2012 - £2,779,570).

#### NOTES TO THE FINANCIAL STATEMENTS

#### YEAR ENDED 30 NOVEMBER 2013

#### 16. RELATED PARTY TRANSACTIONS

During the year the company was charged management charges by the parent company, Bestodeck Limited, of £211,500 (2012 - £308,712).

At the year end the company was owed £915,379 (2012 - £1,199,880) by Bestodeck Limited in respect of current balances and owed Bestodeck £150,000 (2012 - £150,000) in respect of long term balances.

At the year end the company was owed £3,500 (2012 - £3,500) by Cedarzone Limited, a group company and owed £429,724 (2012 - £429,724) to Wessex Motor Company Limited, a group company.

These balances do not attract interest.

#### 17. SHARE CAPITAL

#### Allotted, called up and fully paid:

	2013		<b>2013</b> 2012		
	No	£	No	£	
50,000 'A' ordinary shares of £1 each	50,000	50,000	50,000	50,000	
100 'B' ordinary shares of £1 each	100	100	100	100	
	50,100	50,100	50,100	50,100	

'A' ordinary shares carry the right to participate in dividends and in a distribution of assets on a liquidation or otherwise but not the right to receive notice of or to attend and vote at general meetings.

'B' ordinary shares carry only the right to receive notice of and to attend and vote at general meetings, and do not carry the right to be entitled to participate in dividends or in a distribution of assets on a liquidation or otherwise.

#### 18. RESERVES

	Revaluation	Profit and loss
	reserve	account
	£	£
Balance brought forward	1,108,020	1,181,027
Profit for the year	_	207,659
Equity dividends		(700,000)
Balance carried forward	1,108,020	688,686
•	<del></del>	

There is no present intention to dispose of the revalued properties; accordingly no provision has been made in these financial statements for taxation of £254,845 (2012 - £265,925) which would arise in the event of such a disposal.

#### NOTES TO THE FINANCIAL STATEMENTS

#### **YEAR ENDED 30 NOVEMBER 2013**

#### 19. RECONCILIATION OF MOVEMENTS IN SHAREHOLDERS' FUNDS

	2013	2012
	£	£
Profit for the financial year	207,659	257,833
Other net recognised gains and losses	_	(1,181,967)
Equity dividends	(700,000)	
Net reduction to shareholders' funds	(492,341)	(924,134)
Opening shareholders' funds	2,339,147	3,263,281
Closing shareholders' funds	1,846,806	2,339,147

#### 20. NOTES TO THE CASH FLOW STATEMENT

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

	2013	2012
	£	£
Operating profit	268,069	432,027
Depreciation	166,497	154,755
Increase in stocks	(1,366,174)	(1,050,482)
Decrease in debtors	246,646	597,925
Increase in creditors	1,220,884	302,840
Net cash inflow from operating activities	535,922	437,065

#### RETURNS ON INVESTMENTS AND SERVICING OF FINANCE

	2013 £	2012 £
Interest paid	(4,900)	(63,271)
Net cash outflow from returns on investments and servicing of finance	(4,900)	(63,271)

#### **TAXATION**

	2013	2012
	£	£
Taxation	(110,923)	(53,451)

#### CAPITAL EXPENDITURE

	2013	2012
	£	£
Payments to acquire tangible fixed assets	(176,427)	(101,885)
Net cash outflow from capital expenditure	(176,427)	(101,885)

#### NOTES TO THE FINANCIAL STATEMENTS

#### YEAR ENDED 30 NOVEMBER 2013

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

#### ANALYSIS OF CHANGES IN NET DEBT

	At		At
	1 Dec 2012	Cash flows	30 Nov 2013
	£	£	£
Net cash:			
Cash in hand and at bank	2,950	_	2,950
Overdrafts	(315,992)	(456,328)	(772,320)
	(313,042)	(456,328)	(769,370)
Debt:	<del></del>		
Debt due after 1 year	(150,000)	-	(150,000)
Net debt	(463,042)	(456,328)	(919,370)

#### 21. ULTIMATE PARENT COMPANY

The company's ultimate parent company and controlling party is Bestodeck Limited, a company registered in England.

The group has no ultimate controlling party.