

Registration number: 04601274

# eXPD8 Limited

Annual report and financial statements

for the period from 31 March 2013 to 29  
March 2014

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# **eXPD8 Limited**

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## **eXPD8 Limited**

### **Strategic Report for the Period from 31 March 2013 to 29 March 2014**

The directors present their strategic report for the period from 31 March 2013 to 29 March 2014.

#### **Business review**

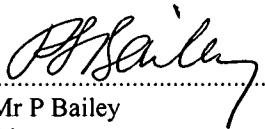
##### ***Fair review of the business***

The company had a successful year with headline turnover increasing by 4% to £11,692,163. Eliminating overseas sales, the underlying growth in UK sales was 4%. The pre-tax profit achieved of £286,503 (2.4%) has decreased over the previous year (3.8%). The net worth of the company at the end of the period was £786,709 which is an increase of 38% over the previous year (£566,860).

##### ***Principal risks and uncertainties***

The principal risk and uncertainty to the business is the relative size of certain key contracts. This risk is managed by working closely with clients, maintaining high standards and continuously improving services and services levels.

Approved by the Board on 5 Dec 14 and signed on its behalf by:

  
.....  
Mr P Bailey  
Director

## **eXPD8 Limited**

### **Directors' report for the period from 31 March 2013 to 29 March 2014**

The directors present their report and the financial statements for the period from 31 March 2013 to 29 March 2014.

#### **Directors of the company**

The directors who held office during the period were as follows:

Mr P Bailey

Mr M Thurgood

#### **Financial instruments**

##### ***Objectives and policies***

The company is exposed to price risk, credit risk, liquidity risk and cash flow risk. The directors review risk management strategies regularly.

##### ***Price risk, credit risk, liquidity risk and cash flow risk***

###### **Price**

The company is exposed to price risk as a result of its operations. However, sale prices are agreed by management before any work is undertaken and management also have a good knowledge of how long jobs take which means they are able to control the main cost of the company.

###### **Credit**

The company is exposed to credit risk and management ensure credit checks are completed or references received on all new customers and chase debts as soon as they are overdue.

###### **Liquidity**

The company's exposure to liquidity risk is minimal and the group has adequate net current assets and no short term borrowings.

###### **Cashflow**

The company is exposed to cash flow risk as a result of the timing between paying staff wages and the receipt of monies from customers. However the risk is managed by the financial support of the company's main customer who provide an invoice discounting facility.

#### **Equal employment policy**

eXPD8 is committed to employment policies that provide and promote equal employment and advancement opportunities and to providing an environment that ensures tolerance and respect for all employees. eXPD8's policy is that no employee will be treated less favourably, victimised or harassed on the grounds of their disability, gender, marital or civil partnership status, race, nationality, colour, ethnicity, religion, sexual orientation, age, or any other class protected by applicable law.

## **eXPD8 Limited**

### **Directors' report for the period from 31 March 2013 to 29 March 2014**

**..... continued**

#### **Employee involvement**

eXPD8 recognises the importance in terms of engaging employees for both enhancing the performance of the business, and in achieving and maintaining the highest standards in the workplace. For this reason, the company values highly the Investor in People (IIP) accreditation achieved in the period ended 28 March 2009. The IIP standard provides a framework that helps organisations to improve their overall performance and achieve their objectives through the effective management and development of their people. In order to achieve the standard, the company is measured against its business strategy, its stated core values, continued investment in people, processes and technology and finally commitment to deliver its promise.

#### **Future developments**

It is anticipated that the company will continue to grow during the period to 28 March 2015 with an increase in turnover of circa 10%. The company continues to invest in people, but also in mobile tablet technology, bringing innovative solutions to the market and enabling growth of existing services and the provision of new services across a wide range of retail sectors.

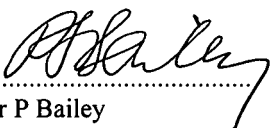
#### **Disclosure of information to the auditor**

Each director has taken steps that they ought to have taken as a director in order to make themselves aware of any relevant audit information and to establish that the company's auditor is aware of that information. The directors confirm that there is no relevant information that they know of and which they know the auditor is unaware of.

#### **Reappointment of auditors**

The auditors Milsted Langdon LLP are deemed to be reappointed under section 487(2) of the Companies Act 2006.

Approved by the board on 5 Dec 14 and signed on its behalf by:

  
.....  
Mr P Bailey  
Director

## **eXPD8 Limited**

### **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 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 apply them consistently;
- make judgements and accounting estimates that are reasonable and prudent; and
- 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 members of eXPD8 Limited**

We have audited the financial statements of eXPD8 Limited for the period from 31 March 2013 to 29 March 2014, set out on pages 7 to 19. 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 auditor**

As explained more fully in the Statement of directors' responsibilities (set out on page 4), 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 and financial statements 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 the financial statements**

In our opinion the financial statements:

- give a true and fair view of the state of the company's affairs as at 29 March 2014 and of its profit for the period 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 period for which the financial statements are prepared is consistent with the financial statements.

**Independent auditors' report to the members of  
eXPD8 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.

*Milsted Langdon LLP*  
.....  
Mrs S R Jenkins (Senior Statutory Auditor)  
For and on behalf of  
Milsted Langdon LLP  
Chartered Accountants and Statutory Auditors  
Bristol

Date: 10/12/14



# eXPD8 Limited

## Profit and loss account for the period from 31 March 2013 to 29 March 2014

		31 March 2013 to 29 March 2014 £	25 March 2012 to 30 March 2013 £
<b>Turnover</b>	2	11,692,163	11,276,833
Cost of sales		<u>(7,289,650)</u>	<u>(6,948,283)</u>
<b>Gross profit</b>		4,402,513	4,328,550
Administrative expenses		<u>(4,112,913)</u>	<u>(3,895,053)</u>
<b>Operating profit</b>	3	289,600	433,497
Other interest receivable and similar income	6	12	459
Interest payable and similar charges	7	<u>(3,109)</u>	<u>(6,606)</u>
<b>Profit on ordinary activities before taxation</b>		286,503	427,350
Tax on profit on ordinary activities	8	<u>(66,654)</u>	<u>(105,375)</u>
<b>Profit for the financial period</b>	14	<u>219,849</u>	<u>321,975</u>


Turnover and operating profit derive wholly from continuing operations.

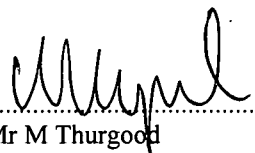
The company has no recognised gains or losses for the period other than the results above.

**eXPD8 Limited**  
**(Registration number: 04601274)**  
**Balance sheet at 29 March 2014**

	Note	29 March 2014 £	30 March 2013 £
<b>Fixed assets</b>			
Tangible fixed assets	9	164,650	243,003
<b>Current assets</b>			
Debtors	10	3,231,364	2,418,763
Cash at bank and in hand		803,846	751,924
		4,035,210	3,170,687
<b>Creditors: amounts falling due within one year</b>	11	(3,413,151)	(2,836,138)
<b>Net current assets</b>		622,059	334,549
<b>Total assets less current liabilities</b>		786,709	577,552
<b>Provisions for liabilities</b>		-	(10,692)
<b>Net assets</b>		786,709	566,860
<b>Capital and reserves</b>			
Called up share capital	12	1,000	1,000
Profit and loss account	14	785,709	565,860
<b>Shareholders' funds</b>	15	786,709	566,860

Approved and authorised for issue by the board on 5 Dec '14 and signed on its behalf by:

  
 Mr P Bailey  
 Director

  
 Mr M Thurgood  
 Director

## **eXPD8 Limited**

### **Notes to the financial statements for the period from 31 March 2013 to 29 March 2014**

#### **1 Accounting policies**

##### **Basis of preparation**

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

The company is exempt from preparing a cash flow statement as 90% or more of the voting rights are held within the group.

##### **Turnover**

Turnover represents the total invoice value, excluding value added tax, of sales made during the year.

##### **Depreciation**

Depreciation is provided on tangible fixed assets so as to write off the cost or valuation, less any estimated residual value, over their expected useful economic life as follows:

<b>Asset class</b>	<b>Depreciation rate and method</b>
Office equipment	straight line over 2 to 5 years
Motor vehicles	straight line over 3 years

##### **Deferred tax**

Deferred tax is recognised, without discounting, in respect of all timing differences between the treatment of certain items for taxation and accounting purposes, which have arisen but not reversed by the balance sheet date, except as required by FRS19.

Deferred tax is measured at the rates that are expected to apply in the periods when the timing differences are expected to reverse, based on the tax rates and law enacted at the balance sheet date.

Deferred tax assets are recognised to the extent that it is probable that future taxable profit will be available against which temporary differences can be utilised.

##### **Foreign currency**

Transactions in foreign currencies are recorded at the exchange rate ruling at the date of the transaction. Monetary assets and liabilities denominated in foreign currencies are retranslated at the closing rates at the balance sheet date. All exchange differences are included in the profit and loss account.

##### **Hire purchase and leasing**

Rentals payable under operating leases are charged in the profit and loss account on a straight line basis over the lease term.

## eXPD8 Limited

### Notes to the financial statements for the period from 31 March 2013 to 29 March 2014

..... *continued*

#### Financial instruments

Financial instruments are classified and accounted for, according to the substance of the contractual arrangement, as 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. Where shares are issued, any component that creates a financial liability of the company is presented as a liability in the balance sheet. The corresponding dividends relating to the liability component are charged as interest expense in the profit and loss account.

#### Pensions

The company operates a defined contribution pension scheme. Contributions are recognised in the profit and loss account in the period in which they become payable in accordance with the rules of the scheme.

## 2 Turnover

During the period 3.37% of the company's turnover related to exports (2013 - 3.25%).

An analysis of turnover by geographical location is given below:

	31 March 2013 to 29 March 2014 £	25 March 2012 to 30 March 2013 £
Sales - UK	11,298,566	10,909,982
Sales - Europe	393,597	366,851
	<u>11,692,163</u>	<u>11,276,833</u>

## 3 Operating profit

Operating profit is stated after charging:

	31 March 2013 to 29 March 2014 £	25 March 2012 to 30 March 2013 £
Operating leases - other assets	106	4,228
Auditor's remuneration - The audit of the company's annual accounts	13,100	12,000
Foreign currency losses	10,989	2,884
Profit on sale of tangible fixed assets	-	(750)
Depreciation of owned assets	<u>122,785</u>	<u>128,399</u>

## eXPD8 Limited

### Notes to the financial statements for the period from 31 March 2013 to 29 March 2014

..... *continued*

#### 4 Particulars of employees

The average number of persons employed by the company (including directors) during the period, analysed by category was as follows:

	31 March 2013 to 29 March 2014 No.	25 March 2012 to 30 March 2013 No.
Employees	<u>1,212</u>	<u>1,146</u>

The aggregate payroll costs were as follows:

	31 March 2013 to 29 March 2014 £	25 March 2012 to 30 March 2013 £
Wages and salaries	8,304,932	7,783,515
Social security costs	393,235	368,893
Staff pensions	<u>45,985</u>	<u>31,635</u>
	<u>8,744,152</u>	<u>8,184,043</u>

# eXPD8 Limited

## Notes to the financial statements for the period from 31 March 2013 to 29 March 2014

..... continued

### 5 Directors' remuneration

The directors' remuneration for the period was as follows:

	31 March 2013 to 29 March 2014 £	25 March 2012 to 30 March 2013 £
Remuneration	214,515	209,869
Company contributions paid to money purchase schemes	<u>27,200</u>	<u>27,200</u>

During the period the number of directors who were receiving benefits and share incentives was as follows:

	31 March 2013 to 29 March 2014 No.	25 March 2012 to 30 March 2013 No.
Accruing benefits under money purchase pension scheme	<u>2</u>	<u>2</u>

In respect of the highest paid director:

	31 March 2013 to 29 March 2014 £	25 March 2012 to 30 March 2013 £
Remuneration	109,645	118,493
Company contributions to money purchase pension schemes	<u>13,600</u>	<u>13,600</u>

### 6 Other interest receivable and similar income

	31 March 2013 to 29 March 2014 £	25 March 2012 to 30 March 2013 £
Bank interest receivable	12	-
Other interest receivable	<u>-</u>	<u>459</u>
	<u>12</u>	<u>459</u>

**eXPD8 Limited**

**Notes to the financial statements for the period from 31 March 2013 to 29 March 2014**

**..... continued**

**7 Interest payable and similar charges**

	<b>31 March 2013 to 29 March 2014 £</b>	<b>25 March 2012 to 30 March 2013 £</b>
Interest on bank borrowings	3,109	2,728
Interest on loans from group undertakings	-	3,878
	<u>3,109</u>	<u>6,606</u>

# eXPD8 Limited

## Notes to the financial statements for the period from 31 March 2013 to 29 March 2014

..... continued

### 8 Taxation

#### Tax on profit on ordinary activities

	31 March 2013 to 29 March 2014 £	25 March 2012 to 30 March 2013 £
<b>Current tax</b>		
Corporation tax charge	78,922	111,914
<b>Deferred tax</b>		
Origination and reversal of timing differences	(11,338)	(6,539)
Deferred tax adjustment relating to previous years	(930)	-
Total deferred tax	(12,268)	(6,539)
Total tax on profit on ordinary activities	66,654	105,375

#### Factors affecting current tax charge for the period

Tax on profit on ordinary activities for the year is higher than (2013 - higher than) the standard rate of corporation tax in the UK of 23% (2013 - 24%).

The differences are reconciled below:

	31 March 2013 to 29 March 2014 £	25 March 2012 to 30 March 2013 £
Profit on ordinary activities before taxation	286,503	427,350
Corporation tax at standard rate	65,896	102,564
Capital allowances for period in excess of depreciation	10,783	9,520
Expenses not deductible for tax purposes	3,325	2,403
Reduction to effective rate	(1,082)	(2,573)
Total current tax	78,922	111,914



# eXPD8 Limited

## Notes to the financial statements for the period from 31 March 2013 to 29 March 2014

..... continued

### 9 Tangible fixed assets

	Office equipment £	Total £
<b>Cost or valuation</b>		
At 31 March 2013	575,417	575,417
Additions	44,432	44,432
Disposals	(74,013)	(74,013)
At 29 March 2014	545,836	545,836
<b>Depreciation</b>		
At 31 March 2013	332,414	332,414
Charge for the period	122,785	122,785
Eliminated on disposals	(74,013)	(74,013)
At 29 March 2014	381,186	381,186
<b>Net book value</b>		
At 29 March 2014	164,650	164,650
At 30 March 2013	243,003	243,003

# eXPD8 Limited

## Notes to the financial statements for the period from 31 March 2013 to 29 March 2014

..... continued

### 10 Debtors

	29 March 2014 £	30 March 2013 £
Trade debtors	1,909,903	1,603,121
Other debtors	394,700	14,808
Deferred tax	1,576	-
Prepayments and accrued income	925,185	800,834
	<u>3,231,364</u>	<u>2,418,763</u>

### Deferred tax

The movement in the deferred tax asset in the period is as follows:

	£
At 31 March 2013	(10,692)
Deferred tax credited to the profit and loss account	<u>12,268</u>
At 29 March 2014	<u>1,576</u>

### Analysis of deferred tax

	29 March 2014 £	30 March 2013 £
Difference between accumulated depreciation and amortisation and capital allowances	(1,979)	(12,351)
Other timing differences	<u>3,555</u>	<u>1,659</u>
	<u>1,576</u>	<u>(10,692)</u>

# eXPD8 Limited

## Notes to the financial statements for the period from 31 March 2013 to 29 March 2014

..... continued

### 11 Creditors: amounts falling due within one year

	29 March 2014 £	30 March 2013 £
Trade creditors	359,522	205,567
Amounts owed to group undertakings	317,148	430,704
Corporation tax	78,922	111,914
Other taxes and social security	857,004	833,046
Other creditors	653,265	667,878
Accruals and deferred income	1,147,290	587,029
	<u>3,413,151</u>	<u>2,836,138</u>

### 12 Share capital

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

	No.	29 March 2014 £	No.	30 March 2013 £
Ordinary A shares of £1 each	<u>1,000</u>	<u>1,000</u>	<u>1,000</u>	<u>1,000</u>

### 13 Dividends

	29 March 2014 £	30 March 2013 £
<b>Dividends paid</b>		
Current period dividend paid	<u>-</u>	<u>200,000</u>

### 14 Reserves

	Profit and loss account £	Total £
At 31 March 2013	565,860	565,860
Profit for the period	<u>219,849</u>	<u>219,849</u>
At 29 March 2014	<u>785,709</u>	<u>785,709</u>

# eXPD8 Limited

## Notes to the financial statements for the period from 31 March 2013 to 29 March 2014

..... continued

### 15 Reconciliation of movement in shareholders' funds

	31 March 2013 to 29 March 2014 £	25 March 2012 to 30 March 2013 £
Profit attributable to the members of the company	219,849	321,975
Dividends	-	(200,000)
Net addition to shareholders' funds	219,849	121,975
Shareholders' funds at start of period	566,860	444,885
Shareholders' funds at end of period	786,709	566,860

### 16 Pension schemes

#### Defined contribution pension scheme

The company operates a defined contribution pension scheme. The pension cost charge for the period represents contributions payable by the company to the scheme and amounted to £45,985 (2013 - £31,635).

Contributions totalling £16,930 (2013 - £7,211) were payable to the scheme at the end of the period and are included in creditors.

### 17 Commitments

#### Operating lease commitments

As at 29 March 2014 the company had annual commitments under non-cancellable operating leases as follows:

Operating leases which expire:

	29 March 2014 £	30 March 2013 £
<b>Land and buildings</b>		
Within two and five years	132,960	103,360

## eXPD8 Limited

### Notes to the financial statements for the period from 31 March 2013 to 29 March 2014

..... continued

#### 18 Related party transactions

##### Directors' advances and credits

	31 March 2013 to 29 March 2014	31 March 2013 to 29 March 2014	25 March 2012 to 30 March 2013	25 March 2012 to 30 March 2013
	Advance/ Credit	Repaid	Advance/ Credit	Repaid
	£	£	£	£
<b>Mr P Bailey</b>				
During the year	-	-	-	6,500

##### Other related party transactions

During the period the company entered into the following related party transactions:

##### **Parragon Books Limited**

(A company with a 25.1% interest through their shareholding of the holding company)

During the period the company charged sales at normal market prices to the value of £55,695 (2013: £64,447) to Parragon Books Limited. At the balance sheet date the amount due from Parragon Books Limited was £10,348 (2013 - £10,433).

The company has taken advantage of the exemption in FRS8 "Related Party Disclosures" from disclosing transactions with other members of the group.

#### 19 Control

The company is controlled by IZIT Group Limited, the ultimate parent undertaking, and the only company to prepare group financial statements which may be obtained from The Registrar of Companies, Companies House, Crown Way, Cardiff, CF14 3UZ.

The ultimate controlling party is Mr P Bailey and Mr M Thurgood acting in concert.