# ANNUAL REPORT AND CONSOLIDATED FINANCIAL STATEMENTS

FOR THE YEAR ENDED 31 DECEMBER 2013

SATURDAY



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COMPANIES HOUSE

## **DIRECTORS AND ADVISERS**

Directors L D Fowler

F R Hart S L Fowler G H Johnson

Secretary N Bennett

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## STRATEGIC REPORT FOR THE YEAR ENDED 31 DECEMBER 2013

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

#### Review of the business

2013 proved to be a year of mixed fortunes. Inclement weather in the first four months of the year had a huge negative impact on trading, however the following eight months saw a considerable improvement in both the weather and the economy, as a result of which the group turnover for the year increased by 10.2% to £29.5m (2012: £26.8m).

Wholesale parts increased revenue in 2013 by £0.5m, up 3.8% on 2012 with wholesale accessories also up £0.5m, an increase of nearly 17%. Overall trade turnover increased therefore by £1m, an increase of 6.6% on 2012.

Our retail business performed even better with an increase in revenue of £1.6m, up 13.1% on 2012. The bulk of this increase came from increased motorcycle sales with workshops and accessories remaining fairly stagnant.

Overall motorcycle unit sales increased in 2013 up 19.4% on 2012. This was mainly driven by increased focus on both the commuter market and our used motorcycle department.

Both the retail workshop and clothing and accessories remained fairly static in 2013 with revenue falling slightly by 0.9 % on 2012.

In the USA, our wholly owned subsidiary, Fowlers Distribution Inc. improved slightly with losses reducing by 5.2%.

Overall gross profit increased by 8.5% to £6.3m as a result of the increase in revenue, however the overall margin decreased by 0.4% to 21.4% due to the large increase in lower margin motorcycle sales.

Whilst net operating expenses increased to £6.2m, up 4.8% on 2012, they remain firmly under control at 20.9% of turnover, a decrease of 1.1%. on 2012 expenses (22.0%).

Overall operating profit improved by 1,927% to £151k, up £143k on 2012 with a small increase in interest charges leading to an increase in profit before tax of £141k.

The cash balance at year end increased by £849k with cash inflow from operating activities increasing to £1.15m (2012: £0.5m) offset by £225k (2012: £94k) of capital improvements as we continue to invest heavily in key areas of our business.

# STRATEGIC REPORT (continued) FOR THE YEAR ENDED 31 DECEMBER 2013

#### **Trade distribution**

Our current and ongoing strategy for distribution focuses on four key areas:-

- 1. Continued development of our online offering with investment in people, hardware and software. Our investment in 2013 has grown our online trade sales to in excess of 10% of total trade turnover (2012: less than 1%). Our long term strategy through continuing investment is to grow this to in excess of 40% of total trade turnover by 2020, not only helping to grow our revenue but also providing long term operating efficiencies.
- 2. Continued focus on our stock ordering and stock holding to maximise sales but minimise investment. This focus has generated circa £250k and is expected to generate a further £500k over the next two years.
- 3. After a complete review of our warehousing facilities in 2012 we completed the refurbishment of an existing warehouse in early in 2013 to which we relocated our Trade Accessory business. In 2014 /2015 we propose to invest heavily in our second warehouse facility to facilitate the whole of our parts distribution business thus relinquishing our third warehouse facility in early 2015 saving circa £150k in establishment costs from 2016 onwards.
- 4. In line with the warehouse move and the focus in stock management we propose during 2014/2105 to invest a significant sum in warehousing software, hand held bar code readers and mechanical warehousing equipment. This will not only lead to improved customer service but will generate considerable operating efficiencies and long term reduction in cost.

#### Retail

In our retail business, strategy revolves around four key areas:-

1. As with our trade business we continue to invest heavily in our online presence. Our sales of clothing and accessories online currently represent less than 1% of the turnover of that area of our business and we propose to invest heavily during 2014 to grow this business to double figures in the next two years.

With our online motorcycle web sites we have focused on developing each of the brands we represent and have also invested heavily in our used motorcycle offering. This has helped generate an increase in 2013 of circa 25% on used sales and 15% on new sales.

2. During late 2012 we indentified used motorcycles as a major opportunity and we invested heavily in stock, staff, marketing and web presence during 2013 which helped generate the 25% increase identified above. We propose to continue this focus with the aim of doubling our sales over the next 5 years (from 2012 levels).

# STRATEGIC REPORT (continued) FOR THE YEAR ENDED 31 DECEMBER 2013

### Retail (continued)

- 3. In the off road market we represent 3 of the major brands and motorbikes sales represent approximately 10% of our total sales. Recognising this as an opportunity in both unit sales and aftermarket products we decided in late 2013 to build a dedicated Off-Road Centre by extending our existing showroom facility. This is expected to be opened in Autumn 2014.
- 4. The other major focus in 2013 and moving forward into 2014 and beyond is continued improvement in both customer satisfaction and customer retention. In 2013 our loyalty card scheme went live and will be added to our online offerings over 2014 and 2015. During 2014 we also plan to invest heavily in keeping our customers informed through both e-mail and social media.

#### **USA**

Our focus in 2014 will be to continue to target increasing revenue through existing dealer contacts and development of our relationship with a major online retailer we signed up in late 2013. The main objective in the short term will be to reduce losses and move the business into profit.

### **Properties**

In December 2013 all Land, Buildings and Investment Properties owned by Fowlers of Bristol Limited, our wholly owned trading subsidiary, were transferred to St James Parade (107) Ltd. These are currently let on medium to long term leases and are expected to generate a consistent revenue stream in the short term. Whilst there are no plans to expand the portfolio, suitable opportunities will be evaluated as cash flow allows.

By order of the board

N Bennett Secretary

419114

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

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

## Principal activities

St James Parade (107) Limited is the ultimate parent company to the group, whose principal activity is that of holding and running investment properties.

All subsidiary companies in the group were dormant for the period, with the exception of Fowlers of Bristol Limited and Fowlers Distribution Inc. Fowlers of Bristol Limited is a wholly owned trading subsidiary, whose principal activity continued to be the sale and repair of motorcycles and the sale of motorcycle spares and accessories. Fowlers Distribution Inc. is a wholly owned trading subsidiary, whose principal activity is that of motorcycle related clothing and accessories sales.

#### Results and dividends

The consolidated profit and loss account for the year is set out on page 8.

The directors' report does not include a fair review of the business, details of the risks and uncertainties and future developments, as this information is documented within the Strategic Report as required under s414C(11).

#### **Directors**

The following directors have held office since 1 January 2013:

L D Fowler

F R Hart

S L Fowler

G H Johnson

## **Auditors**

Saffery Champness have expressed their willingness to remain in office as auditors of the company.

# DIRECTORS' REPORT (continued) FOR THE YEAR ENDED 31 DECEMBER 2013

### 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 group 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 group 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 the group 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 the group and hence for taking reasonable steps for the prevention and detection of fraud and other irregularities.

#### Statement of disclosure to auditors

of the board

So far as the directors are aware, there is no relevant audit information of which the group's auditors are unaware. Additionally, the directors have taken all the necessary steps that they ought to have taken as directors in order to make themselves aware of all relevant audit information and to establish that the group's auditors are aware of that information.

N Bennett

order

By

Secretary

4.19.114

## INDEPENDENT AUDITORS' REPORT TO THE MEMBERS OF ST JAMES PARADE (107) LIMITED

We have audited the group and parent company financial statements (the "financial statements") of St James Parade (107) Limited for the year ended 31 December 2013 set out on pages 8 to 28. The financial reporting framework that has been applied in their preparation is applicable law and United Kingdom Accounting Standards (United Kingdom Generally Accepted Accounting Practice).

This report is made solely to the company's members, as a body, in accordance with Chapter 3 of Part 16 of the Companies Act 2006. Our audit work has been undertaken so that we might state to the company's members those matters we are required to state to them in an auditors' report and for no other purpose. To the fullest extent permitted by law, we do not accept or assume responsibility to anyone other than the company and the company's members as a body, for our audit work, for this report, or for the opinions we have formed.

## Respective responsibilities of directors and auditors

As explained more fully in the Directors' Responsibilities Statement set out on pages 4 - 5, 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.

### **Opinion on financial statements**

In our opinion the financial statements:

- give a true and fair view of the state of the group's and parent company's affairs as at 31 December 2013 and of the group's 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.

# INDEPENDENT AUDITORS' REPORT (continued) TO THE MEMBERS OF ST JAMES PARADE (107) LIMITED

## Matters on which we are required to report by exception

We have nothing to report in respect of the following matters where the Companies Act 2006 requires us to report to you if, in our opinion:

- adequate accounting records have not been kept by the parent company, or returns adequate for our audit have not been received from branches not visited by us; or
- the parent company 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.

David Lemon (Senior Statutory Auditor) for and on behalf of Saffery Champness

Suffery Chappiers

Chartered Accountants Statutory Auditors 24 September 2014

St Catherine's Court Berkeley Place Clifton Bristol BS8 1BQ

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

|                                       |       | 2013         | 2012         |
|---------------------------------------|-------|--------------|--------------|
|                                       | Notes | £            | £            |
| Turnover                              | 2     | 29,487,606   | 26,760,274   |
| Cost of sales                         |       | (23,167,690) | (20,934,359) |
| Gross profit                          |       | 6,319,916    | 5,825,915    |
| Distribution costs                    |       | (247,575)    | (241,239)    |
| Administrative expenses               |       | (5,954,341)  | (5,643,936)  |
| Other operating income                |       | 3,424        | 67,118       |
| Operating profit                      | 3     | 121,424      | 7,858        |
| Other interest receivable and similar |       |              |              |
| income                                |       | 28           | 3,541        |
| Interest payable and similar charges  | 5     | (6,843)      | (8,543)      |
| Profit on ordinary activities before  | ,     |              |              |
| taxation                              | 3     | 114,609      | 2,856        |
| Tax on profit on ordinary activities  | 6     | 104,034      | (66,717)     |
| Profit/(loss) on ordinary activities  |       |              |              |
| after taxation                        |       | 218,643      | (63,861)     |

The profit and loss account has been prepared on the basis that all operations are continuing operations.

The notes on pages 12 to 28 form part of these financial statements.

# STATEMENT OF TOTAL RECOGNISED GAINS AND LOSSES FOR THE YEAR ENDED 31 DECEMBER 2013

|  | 2013<br>£ | 2012<br>£ |
|--|-----------|-----------|
| Profit/(loss) for the financial year                                 | 218,643   | (63,861)  |
| Unrealised (deficit)/surplus on revaluation of properties            | -         | 18,500    |
| Communication differences on fourier                                 | 218,643   | (45,361)  |
| Currency translation differences on foreign currency net investments | (25,506)  | (15,160)  |
| Total recognised gains and losses relating to the year               | 193,137   | (60,521)  |

# BALANCE SHEETS AS AT 31 DECEMBER 2013

|  |       | Gro         | ир          | Compa       | nny       |
|--|-------|-------------|-------------|-------------|-----------|
|  |       | 2013        | 2012        | 2013        | 2012      |
|  | Notes | £           | £           | £           | £         |
| Fixed assets                                 |       |             |             |             |           |
| Tangible assets                              | 8     | 5,597,976   | 5,607,344   | 4,643,165   | 219,219   |
| Investments                                  | 9     |             | -           | 46,747      | 46,747    |
|  |       | 5,597,976   | 5,607,344   | 4,689,912   | 265,966   |
| Current assets                               |       |             |             |             |           |
| Stocks                                       | 10    | 8,726,449   | 8,660,557   | -           | -         |
| Debtors                                      | 11    | 2,359,407   | 1,881,092   | -           | 5,392     |
| Cash at bank and in hand                     |       | 888,449     | 43,176      |             |           |
|  |       | 11,974,305  | 10,584,825  | -           | 5,392     |
| Creditors: amounts falling due               | •     |             |             |             |           |
| within one year                              | 12    | (4,368,523) | (3,030,785) | (4,669,332) | (241,358) |
| Net current assets                           |       | 7,605,782   | 7,554,040   | (4,669,332) | (235,966) |
| Total assets less current liabilities        |       | 13,203,758  | 13,161,384  | 20,580      | 30,000    |
| Provisions for liabilities                   | 13    | (172,237)   | (323,000)   | (31,666)    |           |
|  |       | 13,031,521  | 12,838,384  | (11,086)    | 30,000    |
| Canital and wasanies                         |       |             |             |             |           |
| Capital and reserves Called up share capital | 15    | 13,200      | 13,200      | 13,200      | 13,200    |
| Revaluation reserve                          | 16    | 401,979     | 401,979     | 13,200      | 13,200    |
| Other reserves                               | 16    | 534,950     | 534,950     | -           | _         |
| Profit and loss account                      | 16    | 12,081,392  | 11,888,255  | (24,286)    | 16,800    |
| Shareholders' funds                          | 17    | 13,031,521  | 12,838,384  | (11,086)    | 30,000    |

The notes on pages 12 to 28 form part of these financial statements.

Approved by the Board and authorised for issue on 4/9/201

S L Fowler/

Director

L D Fowler **Director** 

Company Registration No. 06479034

# CONSOLIDATED CASH FLOW STATEMENT FOR THE YEAR ENDED 31 DECEMBER 2013

|  | Note   | £           | 2013<br>£ | £        | 2012<br>£ |
|--|--------|-------------|-----------|----------|-----------|
| Net cash inflow from operating activities    | 23     |             | 1,151,704 |          | 529,104   |
| Returns on investments and                   |        |             |           |          |           |
| servicing of finance Interest received       |        | 28          |           | 3,541    |           |
| Interest paid                                |        | (6,843)     |           | (8,543)  |           |
| Net cash outflow for returns on              |        | <del></del> |           |          |           |
| investments and servicing of                 |        |             |           |          |           |
| finance                                      |        |             | (6,815)   |          | (5,002)   |
| Taxation                                     |        |             | (70,277)  |          | (45,078)  |
| Capital expenditure                          |        |             |           |          |           |
| Payments to acquire tangible assets          |        | (225,157)   |           | (94,425) |           |
| Receipts from sales of tangible assets       |        | -           |           | 1,400    |           |
| Net cash outflow for capital                 | ٠      |             |           |          |           |
| expenditure                                  |        |             | (225,157) |          | (93,025)  |
| Net cash inflow before                       |        |             |           |          |           |
| management of liquid resources and financing |        |             | 849,455   |          | 385,999   |
| Increase in cash in the year                 | 24, 25 |             | 849,455   |          | 385,999   |

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

### 1 Accounting policies

### 1.1 Accounting convention

The financial statements are prepared under the historical cost convention and in accordance with applicable accounting standards modified to include the revaluation of freehold land and buildings.

### 1.2 Compliance with accounting standards

The financial statements are prepared in accordance with applicable United Kingdom Accounting Standards (United Kingdom Generally Accepted Accounting Practice), which have been applied consistently (except as otherwise stated).

#### 1.3 Basis of consolidation

The consolidated profit and loss account and balance sheet include the financial statements of the company and its subsidiary undertakings made up to 31 December 2013. Acquisitions of subsidiaries are dealt with by the acquisition method of accounting.

#### 1.4 Turnover

Turnover represents amounts receivable, net of VAT and trade discounts, for the retail and wholesale of motorcycles, associated goods and accessories, parts, and servicing.

#### Online sales

Revenue is recognised when the transaction is completed and payment is received. There is no credit available for online sales.

#### Motorcycles, goods and accessories sales

Revenue is recognised at the earlier of when the item is despatched, or when the item is paid for in full.

#### Parts sales

Revenue on parts not used in servicing is recognised at the earlier of when the items are despatched, or when the items are paid for in full.

#### Servicing sales

Revenue from servicing and parts used in servicing is recognised when the motorcycle is collected by customer.

### 1.5 Tangible fixed assets and depreciation

Tangible fixed assets other than freehold land are stated at cost or valuation less depreciation. Depreciation is provided at rates calculated to write off the cost or valuation less estimated residual value of each asset over its expected useful life, as follows:

Land & buildings freehold/ long leasehold 50 to 75 years

Plant & machinery/ computer equipment 15-33% straight line

Investment properties Not depreciated

Motor vehicles 25% straight line

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (continued) FOR THE YEAR ENDED 31 DECEMBER 2013

### 1 Accounting policies

(continued)

### 1.6 Leasing

Assets obtained under hire purchase contracts and finance leases are capitalised as tangible assets and depreciated over the shorter of the lease term and their useful lives. Obligations under such agreements are included in creditors net of the finance charge allocated to future periods. The finance element of the rental payment is charged to the profit and loss account so as to produce a constant periodic rate of charge on the net obligation outstanding in each period.

Rentals payable/receivable under operating leases are charged/credited against income on a straight line basis over the lease term.

#### 1.7 Investments

Fixed asset investments are stated at cost less provision for diminution in value.

## 1.8 Stock and work in progress

Stock consists of motorcycles, parts and accessories which are valued at the lower of cost and net realisable value.

Stock items are reviewed for obsolescence annually and provisions are raised for slow moving stock on the following basis:

The parts are provided for at a rate of 25%, 50%, 75% and 100% for non-movements in 3, 6, 9 and 12 months respectively.

Used motorcycles are provided for after being held for more than 90 days, at defined rates against the period for which they have been in stock.

New Motorcycles are provided for after being held for more than twelve months at rates from 15% to 40% dependant on period for which they have been held in stock.

Demo motorcycles and courtesy bikes are written down over 36 -48 months depending on mileage. At end of use all demos and courtesy bikes are re-valued at bottom book before transferring into used stock.

#### 1.9 Pensions

The company operates a defined contribution scheme for the benefit of its employees. Contributions payable are charged to the profit and loss account in the year they are payable.

#### 1.10 Deferred taxation

Deferred taxation is provided in full in respect of taxation deferred by timing differences between the treatment of certain items for taxation and accounting purposes. The deferred tax balance has not been discounted.

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (continued) FOR THE YEAR ENDED 31 DECEMBER 2013

## 1 Accounting policies

(continued)

## 1.11 Foreign currency translation

Monetary assets and liabilities denominated in foreign currencies are translated into sterling at the rates of exchange ruling at the balance sheet date. Transactions in foreign currencies are recorded at the rate ruling at the date of the transaction. All differences are taken to profit and loss account.

The results of foreign subsidiaries are translated into pounds sterling using the closing rate at the balance sheet date in accordance with accounting standards.

### 1.12 Investment properties

Investment properties are included in the balance sheet at their open market value. Depreciation is provided only on those investment properties which are leasehold and where the unexpired lease term is less than 20 years.

Although this accounting policy is in accordance with the applicable accounting standard, SSAP 19, Accounting for investment properties, it is a departure from the general requirement of the Companies Act 2006 for all tangible assets to be depreciated. In the opinion of the directors compliance with the standard is necessary for the financial statements to give a true and fair view. Depreciation or amortisation is only one of many factors reflected in the annual valuation and the amount of this which might otherwise have been charged cannot be separately identified or quantified.

### 1.13 Cash and liquid resources

Cash, for the purpose of the cash flow statement, comprises cash in hand and deposits repayable on demand, less overdrafts payable on demand.

Liquid resources are current asset investments which are disposable without curtailing or disrupting the business and are either readily convertible into known amounts of cash at or close to their carrying values or traded in an active market.

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (continued) FOR THE YEAR ENDED 31 DECEMBER 2013

## 2 Turnover

The total turnover of the group for the year has been derived from its principal activity.

# Segmental analysis by geographical area

The analysis by geographical area of the group's turnover is set out as below:

|   |  | 2013       | 2012       |
|---|--|------------|------------|
|   | Geographical segment                       | £          | £          |
|   | United Kingdom                             | 29,335,963 | 26,614,737 |
|   | Europe                                     | 42,480     | 19,937     |
|   | Rest of world                              | 109,163    | 125,600    |
|   |  | 29,487,606 | 26,760,274 |
|   |  |            |            |
| 3 | Operating profit                           | 2013       | 2012       |
|   | •  | £          | £          |
|   | Operating profit is stated after charging: |            |            |
|   | Depreciation of tangible assets            | 244,830    | 295,086    |
|   | Loss on disposal of tangible assets        | 10,324     | -          |
|   | Loss on foreign exchange transactions      | 21,192     | -          |
|   | Operating lease rentals                    | 289,914    | 258,961    |
|   | Audit of financial statements              | 23,200     | 22,500     |
|   | Other services relating to taxation        | 4,775      | 4,775      |
|   | and after crediting:                       |            |            |
|   | Rents receivable                           | 3,225      | 65,810     |
|   | Profit on disposal of tangible assets      | -          | 1,400      |
|   | Profit on foreign exchange transactions    | <u>-</u>   | 1,258      |
| 4 | Investment income                          | 2013       | 2012       |
|   |  | £          | £          |
|   | Bank interest                              | 28         | 3,541      |
|   |  | 28         | 3,541      |
|   |  |            |            |

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (continued) FOR THE YEAR ENDED 31 DECEMBER 2013

|   | Interest payable  | 2013<br>£      | 2012<br>£      |
|---|---|----------------|----------------|
|   | On bank loans and overdrafts  | 6,843          | 8,543          |
|   | Taxation  | 2013           | 2012           |
|   | Domestic current year toy   | £              | £              |
|   | Domestic current year tax U.K. corporation tax                            | 76,729         | 74,477         |
|   | Adjustment for prior years  | -              | 240            |
|   | Total current tax   | 76,729         | 74,717         |
|   | Deferred tax  |                |                |
| Deferred tax charge/credit current year | Deferred tax charge/credit current year                                   | (180,763)      | (8,000)        |
|   |   | (104,034)      | 66,717         |
|   | Factors affecting the tax charge for the year                             |                |                |
|   | Profit on ordinary activities before taxation                             | 114,609        | 2,856          |
|   | Profit on ordinary activities before taxation multiplied by standard rate |                |                |
|   | of UK corporation tax of 23.25% (2012 - 24.50%)                           | 26,647         | 700            |
|   | Effects of:   |                |                |
|   | Non deductible expenses   | 9,296          | 673            |
|   | Depreciation add back   | 55,367         | 70,654         |
|   | Capital allowances  | (41,234)       | (29,023)       |
|   | Movement in provisions Chargeable disposals                               | (2,830)<br>960 | 3,168<br>(343) |
|   | Marginal relief   | (1,265)        | (2,291)        |
|   | Other tax adjustments   | 29,788         | 31,179         |
|   |   | 50,082         | 74,017         |
|   |   |                |                |

Included in other tax adjustments is £31,941 (2012: £30,946) relating to irrecoverable losses through Fowlers Distribution Inc.

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (continued) FOR THE YEAR ENDED 31 DECEMBER 2013

#### (Loss)/profit for the financial year 7

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As permitted by section 408 Companies Act 2006, the holding company's profit and loss account

|                                    |                  |                                       |                       | 2013<br>£         | 2012        |
|------------------------------------|------------------|---------------------------------------|-----------------------|-------------------|-------------|
| Holding company's (loss)/profit fo | or the financial | year                                  |                       | (41,086)          | 16,800      |
| Tangible fixed assets              |                  |                                       |                       |                   |             |
| Group                              |                  |                                       |                       |                   |             |
|                                    | freehold/        | Plant & machinery/ computer equipment | Investment properties | Motor<br>vehicles | Total       |
|                                    | £                | £                                     | £                     | £                 | £           |
| Cost or valuation                  |                  |                                       |                       |                   |             |
| At 1 January 2013                  | 4,964,371        |                                       | 1,729,580             | 71,814            | 9,587,824   |
| Transfer between asset classes     |                  | 897,963                               | (767,719)             | -                 | -           |
| Additions                          |                  | 123,166                               | 85,636                | -                 | 249,446     |
| Disposals                          |                  | (1,747,369)                           |                       | (3,034)           | (1,750,403) |
| At 31 December 2013                | 4,874,771        | 2,095,819                             | 1,047,497             | 68,780            | 8,086,867   |
| Depreciation                       |                  |                                       |                       |                   |             |
| At 1 January 2013                  | 1,236,659        | 2,615,946                             | 82,083                | 45,792            | 3,980,480   |
| Transfer between asset classes     | (44,104)         | 126,186                               | (82,083)              | -                 | -           |
| On disposals                       | -                | (1,733,384)                           | -                     | (3,034)           | (1,736,418) |
| Charge for the year                | 96,375           | 139,907                               |                       | 8,548             | 244,830     |
| At 31 December 2013                | 1,288,930        | 1,148,655                             |                       | 51,306            | 2,488,891   |
| Net book value                     |                  |                                       |                       |                   |             |
| At 31 December 2013                | 3,585,841        | 947,164                               | 1,047,497             | 17,474            | 5,597,976   |
|                                    |                  |                                       |                       |                   |             |

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# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (continued) FOR THE YEAR ENDED 31 DECEMBER 2013

| Tangible fixed assets   | (continued) |
|---|-------------|
| Comparable historical cost for the land and buildings included at valuation |             |
| Cost  | £           |
| At 1 January 2013   | 1,108,382   |
| Additions   | 89,435      |
| At 31 December 2013   | 1,197,817   |
| Depreciation based on cost  |             |
| At 1 January 2013   | 82,083      |
| Charge for the year   |             |
| At 31 December 2013   | 82,083      |
| Net book value  |             |
| At 31 December 2013   | 1,115,734   |
| At 31 December 2012   | 1,026,299   |
|   |             |

The investment properties are rented out under operating leases. The rental income for the year is disclosed in note 3.

The investment properties are valued on a rolling basis to ensure that all properties are covered in a five year term.

The Stoke property was valued on 20 June 2013 which provided a market value relating to the freehold interest in the property of £150,000. The valuation was carried out by Lawrence Wightman, being qualified Chartered Surveyors, who are external to the company. Should the property be sold in the future, no tax will become chargeable on the gain.

A review of valuations by the directors in the current year has not given rise to any changes to recorded values

During the year the Brislington property was transferred from investment properties into land and buildings to reflect the change in use during the year.

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# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (continued) FOR THE YEAR ENDED 31 DECEMBER 2013

| Tangible fixed assets (contin           |                                | (continued)           |           |
|---|--------------------------------|-----------------------|-----------|
| Company                                 |                                |                       |           |
|   | buildings<br>freehold/<br>long | Investment properties | Total     |
|   | leasehold                      | _                     | _         |
|   | £                              | £                     | £         |
| Cost                                    |                                | 210.210               | 010 010   |
| At 1 January 2013                       | -                              | 219,219               | 219,219   |
| Additions                               | 2,909,781                      | 1,514,165             | 4,423,946 |
| Transfer between asset classes          | 685,636                        | (685,636)             | -         |
| At 31 December 2013                     | 3,595,417                      | 1,047,748             | 4,643,165 |
| Depreciation                            |                                |                       |           |
| At 1 January 2013 & at 31 December 2013 |                                |                       |           |
| Net book value                          |                                |                       |           |
| At 31 December 2013                     | 3,595,417                      | 1,047,748             | 4,643,165 |
| At 31 December 2012                     | -                              | 219,219               | 219,219   |
|   |                                |                       |           |

On the 19 December 2013 all land and buildings and investment properties were transferred from Fowlers of Bristol Limited a subsidiary undertaking into St James Parade (107) Limited.

The historical cost for land and buildings at valuation are reflected above in the group disclosure.

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (continued) FOR THE YEAR ENDED 31 DECEMBER 2013

### 9 Fixed asset investments

**Company** 

Shares in group undertakings

£

Cost

At 1 January 2013 & at 31 December 2013

46,747

At 31 December 2012

46,747

In the opinion of the directors, the aggregate value of the company's investment in subsidiary undertakings is not less than the amount included in the balance sheet.

## Holdings of more than 20%

The company holds more than 20% of the share capital of the following companies:

| Company                    | Country of registration or incorporation |          | Shares held |  |
|----------------------------|--|----------|-------------|--|
|                            | •  | Class    | %           |  |
| Subsidiary undertakings    |  |          |             |  |
| Fowlers of Bristol Limited | England & Wales                          | Ordinary | 100.00      |  |
| Fowlers Distribution Inc   | USA                                      | Ordinary | 100.00      |  |

The principal activity of these undertakings for the last relevant financial year was as follows:

|                            | Principal activity          |
|----------------------------|-----------------------------|
| Fowlers of Bristol Limited | The sale and repair of      |
|                            | motorcycles and the sale of |
|                            | spares and accessories.     |
| Fowlers Distribution Inc   | The sale of spares and      |
|                            | accessories.                |

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (continued) FOR THE YEAR ENDED 31 DECEMBER 2013

| 10 | Stocks and work in progress         |           |           |         |      |
|----|-------------------------------------|-----------|-----------|---------|------|
|    |                                     | Grou      | ıp        | Company | y    |
|    |                                     | 2013      | 2012      | 2013    | 2012 |
|    |                                     | £         | £         | £       | £    |
|    | Work in progress                    | 10,183    | 2,313     | -       | -    |
|    | Finished goods and goods for resale | 8,716,266 | 8,658,244 |         | _    |
|    |                                     | 8,726,449 | 8,660,557 | -       | -    |
|    |                                     |           |           |         |      |

# 11 Debtors

| Debtois                        | Group     |           | Compa | ny    |
|--------------------------------|-----------|-----------|-------|-------|
|                                | 2013      | 2012      | 2013  | 2012  |
|                                | £         | £         | £     | £     |
| Trade debtors                  | 1,406,559 | 1,327,582 | -     | -     |
| Other debtors                  | 568,428   | 121,532   | -     | -     |
| Prepayments and accrued income | 384,420   | 431,978   |       | 5,392 |
|                                | 2,359,407 | 1,881,092 | -     | 5,392 |
|                                | 31.       |           |       |       |

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# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (continued) FOR THE YEAR ENDED 31 DECEMBER 2013

| Creditors : amounts falling due within one year |   |  |  |  |  |
|---|---|--|--|--|--|
| Grou  | ıp  | Compa  | ny   |  |  |
| 2013  | 2012  | 2013   | 2012   |  |  |
| £   | £   | £  | £  |  |  |
| -   | 4,182   | -  | -  |  |  |
| 3,578,073                                       | 2,621,183   | -  | -  |  |  |
| -   | -   | 4,664,232  | 237,158  |  |  |
| 76,729  | 74,477  | -  | 4,200  |  |  |
| 261,718   | 221,685   | -  | -  |  |  |
| 452,003   | 109,258   | 5,100  |  |  |  |
| 4,368,523                                       | 3,030,785   | 4,669,332  | 241,358  |  |  |
|   | Grou<br>2013<br>£<br>3,578,073<br>-<br>76,729<br>261,718<br>452,003 | Group 2013 2012 £ £  - 4,182 3,578,073 2,621,183 - 76,729 74,477 261,718 221,685 452,003 109,258 | Group Compa 2013 2012 2013 £ £ £  - 4,182 - 3,578,073 2,621,183 4,664,232  76,729 74,477 - 261,718 221,685 - 452,003 109,258 5,100 |  |  |

St James Parade (107) Limited has provided security in favour of Svenska Handelsbanken AB (publ) (hereafter Handelsbanken) by way of legal mortgages over the properties known as 2-12 Bath Road, Bristol and 84 Fairview Road, Cheltenham and Unit 2-3 Bonville Road, Bristol. Handelsbanken has also been provided with a cross guarantee between St James Parade (107) Limited and Fowlers of Bristol Limited and debentures over the assets of both companies.

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (continued) FOR THE YEAR ENDED 31 DECEMBER 2013

| 13 | Provisions for liabilities<br>Group               |            |                |           |           |
|----|---|------------|----------------|-----------|-----------|
|    | o.oup   | 1          | Deferred tax   | Other     | Total     |
|    |   |            | liability<br>£ | £         | £         |
|    | Balance at 1 January 2013                         |            | 323,000        | -         | 323,000   |
|    | Profit and loss account                           |            | (180,763)      | 30,000    | (150,763) |
|    | Balance at 31 December 2013                       |            | 142,237        | 30,000    | 172,237   |
|    | Company   |            |                |           |           |
|    | Profit and loss acount                            |            | 1,666          | 30,000    | 31,666    |
|    | Balance at 31 December 2013                       |            | 1,666          | 30,000    | 31,666    |
|    | The deferred tax liability is made up as follows: | ows:       |                |           |           |
|    |   | Grou       | •              | Compa     | -         |
|    |   | 2013<br>£  | 2012<br>£      | 2013<br>£ | 2012<br>£ |
|    | Accelerated capital allowances                    | 142,237    | 323,000        | 1,666     | -         |
| 14 | Pension and other post-retirement benefit c       | ommitments |                |           |           |
|    | Defined contribution                              |            |                |           |           |
|    |   |            |                | 2013<br>£ | 2012<br>£ |
|    | Contributions payable by the group for the year   | ar         |                | 119,139   | 116,009   |

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (continued) FOR THE YEAR ENDED 31 DECEMBER 2013

| 15 | Share capital                         | 2013<br>£ | 2012<br>£ |
|----|---------------------------------------|-----------|-----------|
|    | Allotted, called up and fully paid    | •         |           |
|    | 1,350 'A' Ordinary shares of £1 each  | 1,350     | 1,350     |
|    | 11,850 'B' Ordinary shares of £1 each | 11,850    | 11,850    |
|    |                                       | 13,200    | 13,200    |

For any meeting of the company, on a show of hands every Member present in person shall have one vote and on a poll every Member shall have 100 votes for each 'A' share and one vote for each 'B' share of which they are a holder. All other rights are the same for both classes of shares.

# 16 Statement of movements on reserves Group

| Group  | Revaluation<br>reserve | (see below) | Profit and loss account |
|--|------------------------|-------------|-------------------------|
|  | £                      | £           | £                       |
| Balance at 1 January 2013                            | 401,979                | 534,950     | 11,888,255              |
| Profit for the year                                  | -                      | -           | 218,643                 |
| Foreign currency translation differences             | -                      | -           | (25,506)                |
| Balance at 31 December 2013                          | 401,979                | 534,950     | 12,081,392              |
|  |                        | <del></del> | <del></del>             |
| Other reserves                                       |                        |             |                         |
| Reserves provided for by the Articles of Association |                        |             |                         |
| Balance at 1 January 2013 & at 31 December 2013      |                        | 534,950     |                         |
|  |                        |             |                         |

The balance on the merger reserve, which relates to Fowlers of Bristol Limited, may not be distributed under section 830 of the Companies Act 2006.

Included within the revaluation reserve is £18,500 (2012: £401,979) relating to investment properties which have been revalued. The movement during the year relates to the reclassification of the Brislington property, see note 8 for further detail on this reclassification.

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (continued) FOR THE YEAR ENDED 31 DECEMBER 2013

| 2012       | 2013       | Reconciliation of movements in shareholders' funds | 17 |
|------------|------------|--|----|
| £          | £          | Group  |    |
| (63,861)   | 218,643    | Profit/(Loss) for the financial year               |    |
| 3,340      | (25,506)   | Other recognised gains and losses                  |    |
| (60,521)   | 193,137    | Net addition to/(depletion in) shareholders' funds |    |
| 12,898,905 | 12,838,384 | Opening shareholders' funds                        |    |
| 12,838,384 | 13,031,521 | Closing shareholders' funds                        |    |
| 2012<br>£  | 2013<br>£  | Company  |    |
|            | •          |  |    |
| 16,800     | (41,086)   | Profit for the financial year                      |    |
| 13,200     | 30,000     | Opening shareholders' funds                        |    |
| 30,000     | (11,086)   | Closing shareholders' funds                        |    |

## 18 Financial commitments

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

|                          | Land and buildings |          | Other          | •      |
|--------------------------|--------------------|----------|----------------|--------|
|                          | 2013               | 2012     | 2013           | 2012   |
|                          | £                  | £        | £              | £      |
| Expiry date:             |                    |          |                |        |
| Within one year          | -                  | <b>-</b> | -              | 3,593  |
| Within two to five years | 100,800            | 148,965  | 61,424         | 38,246 |
| In over five years       |                    | 95,350   | . <del>-</del> |        |
|                          | 100,800            | 244,315  | 61,424         | 41,839 |
|                          |                    |          |                |        |

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (continued) FOR THE YEAR ENDED 31 DECEMBER 2013

| 19 | Capital commitments  |                      |             |               |             |
|----|--|----------------------|-------------|---------------|-------------|
|    |  | Group                |             | Compa         | ny          |
|    |  | 2013                 | 2012        | 2013          | 2012        |
|    |  | £                    | £           | £             | £           |
|    | Contracted for but not provided in the                                   |                      |             |               |             |
|    | financial statements   | 33,859               | -           | -             | -           |
| 20 | Directors' emoluments  |                      |             | 2013          | 2012        |
|    |  |                      |             | £             | £           |
|    | Emoluments for qualifying services                                       |                      |             | 322,361       | 281,420     |
|    | Company pension contributions to money                                   | purchase schemes     |             | 28,853        | 32,353      |
|    |  |                      |             | 351,214       | 313,773     |
|    | The number of directors for whom retirer schemes amounted to 4 (2012-4). | nent benefits are ac | cruing unde | r money purch | ase pension |
|    | Emoluments disclosed above include the fahighest paid director:          | ollowing amounts p   | aid to the  |               |             |
|    | Emoluments for qualifying services                                       |                      |             | 107,373       | 94,813      |
|    | Emoraments for qualifying services                                       |                      |             | ,             | ,,,,,,      |

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (continued) FOR THE YEAR ENDED 31 DECEMBER 2013

## 21 Employees

## Number of employees

The average monthly number of employees (including directors) during the year was:

|                       | 2013<br>Number | 2012<br>Number |
|-----------------------|----------------|----------------|
| Admin                 | 23             | 23             |
| Other                 | 134            | 133            |
|                       | 157            | 156            |
| Employment costs      | 2013           | 2012           |
|                       | £              | £              |
| Wages and salaries    | 3,297,854      | 3,123,995      |
| Social security costs | 310,822        | 308,903        |
| Other pension costs   | 119,139        | 116,009        |
|                       | 3,727,815      | 3,548,907      |
|                       |                |                |

### 22 Control

The company is controlled by Mrs S L Fowler and Mrs G H Johnson.

| 23 | Reconciliation of operating profit to net cash outflow from operating activities | 2013      | 2012      |
|----|--|-----------|-----------|
|    |  | £         | £         |
|    | Operating profit   | 121,424   | 7,858     |
|    | Depreciation of tangible assets  | 244,830   | 295,086   |
|    | Profit on disposal of tangible assets  | 10,324    | (1,400)   |
|    | Increase in stocks   | (68,205)  | (111,961) |
|    | (Increase)/decrease in debtors   | (478,315) | 559,683   |
|    | Increase/(decrease) in creditors within one year                                 | 1,317,152 | (205,002) |
|    | Net effect of foreign exchange differences                                       | (25,506)  | (15,160)  |
|    | Other reserve movement   | 30,000    | -         |
|    | Net cash inflow/(outflow) from operating activities                              | 1,151,704 | 529,104   |
|    |  |           |           |

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (continued) FOR THE YEAR ENDED 31 DECEMBER 2013

| 24 | Analysis of net funds                     | 1 January<br>2013 | Cash flow | Other non-<br>cash changes | 31<br>December<br>2013 |
|----|---|-------------------|-----------|----------------------------|------------------------|
|    |   | £                 | £         | £                          | £                      |
|    | Net cash:                                 |                   |           |                            |                        |
|    | Cash at bank and in hand                  | 43,176            | 845,273   | -                          | 888,449                |
|    | Bank overdrafts                           | (4,182)           | 4,182     | <u>-</u>                   |                        |
|    |   | 38,994            | 849,455   | -                          | 888,449                |
|    | Net funds                                 | 38,994            | 849,455   | -                          | 888,449                |
| 25 | 5 Reconciliation of net cash flow to move | ment in net debt  |           | 2013<br>£                  | 2012<br>£              |
|    | Increase in cash in the year              |                   |           | 849,455                    | 385,999                |
|    | Movement in net debt in the year          |                   |           | 849,455                    | 385,999                |
|    | Opening net debt                          |                   |           | 38,994                     | (347,005)              |
|    | Closing net funds/(debt)                  |                   |           | 888,449                    | 38,994                 |

## 26 Related party relationships and transactions

### Other transactions

The company has taken advantage of the exemption in Financial Reporting Standard Number 8 from the requirement to disclose transactions with group companies on the grounds that consolidated financial statements are prepared by the ultimate parent company.