Registered number: 02514932

#### **ELMERIDGE CABLE SERVICES LIMITED**

## **DIRECTORS' REPORT AND FINANCIAL STATEMENTS**

FOR THE YEAR ENDED **30 JUNE 2010** 

**COMPANIES HOUSE** 

#### **COMPANY INFORMATION**

**Directors** 

S Rycroft R Wisdom D C Smith Mrs P J Smith Mrs K Rycroft Mrs M Wisdom J R Attwood

**Company secretary** 

S Rycroft

Company number

02514932

Registered office

12 Lonsdale Gardens Tunbridge Wells

Kent TN1 1PA TN1 1PA

**Trading address** 

1 Wrexham Road

Laindon Essex SS15 6PX

**Auditors** 

Creaseys LLP

Chartered Accountants & Statutory Auditors

12 Lonsdale Gardens Tunbridge Wells

Kent TN1 1PA

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## DIRECTORS' REPORT FOR THE YEAR ENDED 30 JUNE 2010

The directors present their report and the financial statements for the year ended 30 June 2010

#### **Principal activities**

The principal activity of the company continued to be that of supply and installation of high voltage electric cables and accessories

#### **Business review**

The turnover of the company reduced to £4,994,192 from £7,240,902, down 31% This is in line with expectations given UK demand in cable is down by 50%

The gross profit of £1,280,035 (25 6%) was less than last year but the gross profit margin was higher than prior years due to high percentage of installation sales compared to supply of cable

The directors have tightly controlled the expenses of running the business which have remained broadly in line with the previous year at £1,200,093 (2009 - £1,173,133)

As a result of the above, net profit before tax reduced to £60,994 from £276,341, a decrease of 77 9%

The reduction in fixed assets (£164,590 v £264,195) resulted largely from the disposal of motor vehicles during the year. There was a positive cash balance throughout the period, with no requirement for bank borrowings. The company has a blue-chip customer base, with no significant bad debts. The net assets, following dividends declared prior to year-end, in contrast to 2009 were £322,112 at the year end (£429,273 in 2009) and were in line with expectations.

Overall, the performance of the business during the year given market conditions was satisfactory, and in line with the directors' strategic plans. The company has no unusual financing arrangements, it only has credit arrangements arising from ordinary trading conditions, and controls are in place to mitigate any trading risks. Long-term contracts are in place with both suppliers and customers, to mitigate business risks in future periods. The market outlook is weak but expecting to improve, with current and anticipated global under supply. Very limited capital investment by the company will be needed to maintain the trading position. The company has a strong and experienced management team to maintain trading through these difficult market conditions.

#### Results and dividends

The profit for the year, after taxation, amounted to £42,839 (2009 - £206,429)

Dividends totalling £150,000 (2009 - £262,500) were paid in the year

#### **Directors**

The directors who served during the year were

S Rycroft
R Wisdom
D C Smith
Mrs P J Smith
Mrs K Rycroft
Mrs M Wisdom
J R Attwood

## DIRECTORS' REPORT FOR THE YEAR ENDED 30 JUNE 2010

#### Provision of information to auditors

Each of the persons who are directors at the time when this directors' report is approved has confirmed that

- so far as that director is aware, there is no relevant audit information of which the company's auditors
  are unaware, and
- that director has taken all the steps that ought to have been taken as a director in order to be aware of any information needed by the company's auditors in connection with preparing their report and to establish that the company's auditors are aware of that information

#### 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 then apply them consistently,
- make judgments and estimates that are reasonable and prudent,
- prepare the financial statements on the going concern basis unless it is inappropriate to presume that the company will continue in business

The directors are responsible for keeping adequate accounting records that are sufficient to show and explain the company's transactions and disclose with reasonable accuracy at any time the financial position of the company and enable them to ensure that the financial statements comply with the Companies Act 2006. They are also responsible for safeguarding the assets of the company and hence for taking reasonable steps for the prevention and detection of fraud and other irregularities.

#### **Auditors**

The auditors, Creaseys LLP, will be proposed for reappointment in accordance with section 485 of the Companies Act 2006

This report was approved by the board on

29/6/11

and signed on its behalf

. R. Attwood

## INDEPENDENT AUDITORS' REPORT TO THE SHAREHOLDERS OF ELMERIDGE CABLE SERVICES LIMITED

We have audited the financial statements of Eimeridge Cable Services Limited for the year ended 30 June 2010, set out on pages 5 to 17 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 statement of directors' responsibilities, the directors are responsible for the preparation of the financial statements and for being satisfied that they give a true and fair view. Our responsibility is to audit 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.

#### 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 June 2010 and of its profit for the year then ended,
- have been properly prepared in accordance with United Kingdom Generally Accepted Accounting Practice, and
- have been prepared in accordance with the requirements of the Companies Act 2006

#### Opinion on other matter prescribed by the Companies Act 2006

In our opinion the information given in the directors' report for the financial year for which the financial statements are prepared is consistent with the financial statements

## INDEPENDENT AUDITORS' REPORT TO THE SHAREHOLDERS OF ELMERIDGE CABLE SERVICES 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, 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

Creaseys LLP

Graham Turpin Bsc FCA (senior statutory auditor)

for and on behalf of Creaseys LLP

Chartered Accountants Statutory Auditors

12 Lonsdale Gardens Tunbridge Wells Kent TN1 1PA

Date 29 June 2011

# PROFIT AND LOSS ACCOUNT FOR THE YEAR ENDED 30 JUNE 2010

	Note	<b>2010</b> £	<b>2009</b> £
Turnover	1,2	4,994,192	7,240,902
Cost of sales		(3,714,157)	(5,777,510)
Gross profit		1,280,035	1,463,392
Administrative expenses		(1,202,349)	(1,174,923)
Other operating income		2,256	1,790
Operating profit	3	79,942	290,259
Interest receivable and similar income	4	333	11,115
Interest payable and similar charges	5	(19,281)	(25,033)
Profit on ordinary activities before taxation		60,994	276,341
Tax on profit on ordinary activities	6	(18,155)	(69,912)
Profit for the financial year	16	42,839	206,429

All amounts relate to continuing operations

There were no recognised gains and losses for 2010 or 2009 other than those included in the profit and loss account

The notes on pages 8 to 17 form part of these financial statements

# ELMERIDGE CABLE SERVICES LIMITED REGISTERED NUMBER: 02514932

BALANCE SHEET AS AT 30 JUNE 2010

	Note	£	<b>2010</b> £	£	<b>2009</b> £
Fixed assets					
Tangible assets	8		164,590		264,195
Current assets					
Stocks	9	93,008		83,690	
Debtors	10	847,557		1,581,644	
Cash at bank and in hand		427,448		402,417	
		1,368,013		2,067,751	
Creditors: amounts falling due within one year	11	(1,179,153)		(1,829,649)	
Net current assets			188,860		238,102
Total assets less current liabilities			353,450		502,297
Creditors: amounts falling due after more than one year	12		(31,338)		(73,024)
Net assets			322,112		429,273
Capital and reserves					
Called up share capital	15		900		900
Profit and loss account	16		321,212		428,373
Shareholders' funds	17		322,112		429,273

The financial statements were approved and authorised for issue by the board and were signed on its behalf on 29/6/II

. R Attwood

The notes on pages 8 to 17 form part of these financial statements

# CASH FLOW STATEMENT FOR THE YEAR ENDED 30 JUNE 2010

	Note	<b>2010</b> £	<b>2009</b> £
Net cash flow from operating activities	19	353,443	29,985
Returns on investments and servicing of finance	20	(18,948)	(13,918)
Taxation		(69,912)	(139,745)
Capital expenditure and financial investment	20	33,929	(63,667)
Equity dividends paid		(150,000)	(262,500)
Cash inflow/(outflow) before financing		148,512	(449,845)
Financing	20	(123,481)	(95,771)
Increase/(Decrease) in cash in the year		25,031	(545,616)

# RECONCILIATION OF NET CASH FLOW TO MOVEMENT IN NET FUNDS/DEBT FOR THE YEAR ENDED 30 JUNE 2010

	<b>2010</b> £	<b>2009</b> £
Increase/(Decrease) in cash in the year	25,031	(545,616)
Cash outflow from decrease in debt and lease financing	123,481	95,771
Change in net debt resulting from cash flows	148,512	(449,845)
New finance lease	(47,913)	(24,762)
Movement in net debt in the year	100,599	(474,607)
Net funds at 1 July 2009	219,156	693,763
Net funds at 30 June 2010	319,755	219,156
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The notes on pages 8 to 17 form part of these financial statements

## NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 30 JUNE 2010

#### 1 Accounting policies

#### 1 1 Basis of preparation of financial statements

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

#### 1.2 Turnover

Turnover comprises revenue recognised by the company in respect of goods and services supplied, exclusive of Value Added Tax and trade discounts

Revenue is measured at the fair value of the consideration received or receivable for goods and services provided, net of trade discounts, value added and similar sales- based taxes

Revenue is recognised as follow

- revenue from installation and service activities represents the value of work carried out during the year, including amounts not invoiced
- revenue from supply of goods and materials is recognised when goods are delivered and title has passed
- interest income is accrued on a time basis, by reference to the principal outstanding and the effective interest rate applicable
- commission income received as an agent is recognised when the principal supplier has an obligation to pay the company under the contractual agreement

#### 1.3 Tangible fixed assets and depreciation

Tangible fixed assets are stated at cost less depreciation. Depreciation is provided at rates calculated to write off the cost of fixed assets, less their estimated residual value, over their expected useful lives on the following bases.

Land and buildings leasehold

25% straight line

Motor vehicles

25/33% straight line

Fixtures, fittings & equipment

25% straight line

#### 1.4 Leasing and hire purchase

Assets obtained under hire purchase contracts and finance leases are capitalised as tangible fixed assets. Assets acquired by finance lease are depreciated over the shorter of the lease term and their useful lives. Assets acquired by hire purchase are depreciated over their useful lives. Finance leases are those where substantially all of the benefits and risks of ownership are assumed by the company. 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.

#### 1.5 Stocks

Stocks are valued at the lower of cost and net realisable value after making due allowance for obsolete and slow-moving stocks. Work in progress has been included on the basis of costs incurred on incomplete contracts at balance sheet date.

#### 1.6 Long-term contracts

Excess progress payments are included in creditors as payments on account

# ELMERIDGE CABLE SERVICES LIMITED NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 30 JUNE 2010

#### 1. Accounting policies (continued)

#### 1.7 Pensions

The company operates a defined contribution pension scheme and the pension charge represents the amounts payable by the company to the fund in respect of the year

#### 1.8 Deferred taxation

Full provision is made for deferred tax assets and liabilities arising from all timing differences between the recognition of gains and losses in the financial statements and recognition in the tax computation

A net deferred tax asset is recognised only if it can be regarded as more likely than not that there will be suitable taxable profits from which the future reversal of the underlying timing differences can be deducted

Deferred tax assets and liabilities are calculated at the tax rates expected to be effective at the time the timing differences are expected to reverse

Deferred tax assets and liabilities are not discounted

#### 1.9 Foreign currencies

Monetary assets and liabilities denominated in foreign currencies are translated into sterling at rates of exchange ruling at the balance sheet date

Transactions in foreign currencies are translated into sterling at the rate ruling on the date of the transaction

Exchange gains and losses are recognised in the profit and loss account

#### 2. Turnover

A geographical analysis of turnover is as follows

	<b>2010</b> £	<b>2009</b> £
UK Australasia	4,727,381	6,136,786 232,428
Africa Asia	266,811 -	842,786 28,902
	4,994,192	7,240,902

# NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 30 JUNE 2010

3	Operating profit		
	The operating profit is stated after charging/(crediting)		
		<b>2010</b> £	<b>2009</b> £
	Depreciation of tangible fixed assets - owned by the company - held under finance leases Audit fees Operating lease rentals	63,180 59,014 10,500	65,106 71,770 10,000
	- other operating leases (Profit)/loss on foreign exchange	61,355 (6,007)	69,962 5,494
4.	Interest receivable		
		2010 £	2009 £
	Other interest receivable	333	11,115
5.	Interest payable		
		<b>2010</b> £	<b>2009</b> £
	On finance leases	19,281 ———	25,033
6.	Taxation		
		<b>2010</b> £	<b>2009</b> £
	UK corporation tax charge on profit for the year	18,155	69,912

## NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 30 JUNE 2010

#### 6 Taxation (continued)

#### Factors affecting tax charge for the year

The tax assessed for the year is higher than (2009 - lower than) the standard rate of corporation tax in the UK (21%) The differences are explained below

	<b>2010</b> £	<b>2009</b> £
Profit on ordinary activities before tax	60,994	276,341
Profit on ordinary activities multiplied by standard rate of corporation tax in the UK of 21% (2009 - 28%)	12,809	77,375
Effects of:		
Expenses not deductible for tax purposes Depreciation in excess of capital allowances Tax credits and reliefs	1,529 3,817 -	3,563 (2,786) (8,240)
Current tax charge for the year (see note above)	18,155	69,912
7 Dividends		
	<b>2010</b> £	<b>2009</b> £
Ordinary		
Ordinary interim paid Ordinary final paid	75,000 75,000	187,500 75,000
Total dividend paid	150,000	262,500

# NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 30 JUNE 2010

8. Tangible fixed as:	sets
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	Land and buildings	Motor vehicles	Furniture, fittings and equipment £	Total £
Cost	~	~	~	-
At 1 July 2009 Additions	8,279	304,441 47,931	314,143 16,074	626,863 64,005
Disposals	-	(171,531)	-	(171,531)
At 30 June 2010	8,279	180,841	330,217	519,337
Depreciation	<del></del>			
At 1 July 2009 Charge for the year	5,860 2,070	161,330 59,014	195,478 61,110	362,668 122,194
On disposals	-	(130,115)	-	(130,115)
At 30 June 2010	7,930	90,229	256,588	354,747
Net book value				
At 30 June 2010	349	90,612	73,629	164,590
At 30 June 2009	2,419	143,111	118,665	264,195

The net book value of assets held under finance leases or hire purchase contracts, included above, are as follows

	2010	2009
	£	£
Motor vehicles	90,612	143,111

The depreciation charge for the year for assets under finance leases contracts, included above are as follows

		<b>2010</b> £	<b>2009</b> £
	Motor Vehicles	40,893	61,568
9	Stocks		
		<b>2010</b> £	<b>2009</b> £
	Finished goods and goods for resale	93,008	83,690

# NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 30 JUNE 2010

10.	Debtors		
		2010	2009
		£	£
	Trade debtors	733,613	1,339,912
	Other debtors	-	20,527
	Prepayments and accrued income	13,742	11,743
	Amounts recoverable on long term contracts	100,202	209,462
		847,557	1,581,644
11.	Creditors: Amounts falling due within one year  Net obligations under finance leases Trade creditors Corporation tax Social security and other taxes Other creditors Accruals	2010 £ 76,354 589,475 18,155 207,028 - 288,141 - 1,179,153	2009 £ 110,237 796,142 69,912 231,813 75,000 546,545 
12.	Creditors Amounts falling due after more than one year		
	Julianie initia and alea initia initia initia juli		
		2010	2009
		£	£
	Net obligations under finance leases	31,338	73,024
	Obligations under finance leases and hire purchase contracts, included above, are payable as follows		
		2010	2009
		£	£
	Between one and five years	31,338	73,024

#### 13. Pension costs

The company operates a defined contribution pension scheme. The assets of the scheme are held separately from those of the company in an independently administered fund. The pension cost charge represents contributions payable by the company to the fund and amounted to £1,500 (2009 £1,500).

# NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 30 JUNE 2010

14.	Operating lease commitments		
	At 30 June 2010 the company had annual commitments under non-follows	cancellable opera	ating leases as
		2010	2009
	Province deday.	£	£
	Expiry date:	46.072	46.072
	Between 2 and 5 years	46,973	46,973
15.	Share capital		
	·		
		<b>2010</b> £	<b>2009</b> £
	Allotted, called up and fully paid	-	2
	900 Ordinary shares of £1 each	900	900
	=	<del></del>	
16.	Statement of movements on profit and loss account		
			Profit and loss account £
	At 1 July 2009		428,373
	Profit for the year		42,839
	Dividends Equity capital		(150,000)
	At 30 June 2010		321,212
17.	Reconciliation of movement in shareholders' funds		
		<b>2010</b> £	<b>2009</b> £
	Opening shareholders' funds	429,273	485,344
	Profit for the year	42,839	206,429
	Dividends (Note 7)	(150,000)	(262,500)
	Closing shareholders' funds	322,112	429,273
18.	Directors' remuneration		
		2010	2009
		£	£
	Emoluments	191,438	187,617
	=	<del> </del>	

# NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 30 JUNE 2010

19	Net cash flow from operating activities		
		<b>2010</b> £	2009 £
	Operating profit	79,942	290,259
	Depreciation of tangible fixed assets	122,194	136,876
	(Profit)/loss on disposal of tangible fixed assets	(8,605)	4,712
	(Increase)/decrease in stocks	(9,318)	21,040
	Decrease in debtors	734,086	339,034
	Decrease in creditors	(564,856)	(761,936)
	Net cash inflow from operating activities	353,443	29,985
20.	Analysis of cash flows for headings netted in cash flow statement		
	,	0040	
		<b>2010</b> £	<b>2009</b> £
	Returns on investments and servicing of finance		
	Interest received	333	11,115
	Finance lease interest	(19,281)	(25,033)
	Net cash outflow from returns on investments and servicing of finance	(18,948)	(13,918)
		<b>2010</b> £	2009 £
	Capital expenditure and financial investment		
	Purchase of tangible fixed assets	(16,092)	(90,714)
	Sale of tangible fixed assets	50,021	27,047
	Net cash inflow/(outflow) from capital expenditure	33,929	(63,667)
		2010	2009
		£	£
	Financing		
	Repayment of finance leases	(123,481)	(95,771)
	· ·		

## NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 30 JUNE 2010

#### 21. Analysis of changes in net debt

		Other non-cash		
	1 July 2009	Cash flow	changes	30 June 2010
	£	£	£	£
Cash at bank and in hand	402,417	25,031	-	427,448
Debt:				
Debts due within one year Debts falling due after more than	(110,237)	123,481	(89,599)	(76,355)
one year	(73,024)	-	41,686	(31,338)
Net funds	219,156	148,512	(47,913)	319,755

#### 22 Related party transactions

At the balance sheet date there were amounts totaling £nil (2009 £75,000) included in creditors due within one year that were due to some directors of the company as follows

	2010	2009
	£	£
S Rycroft	-	12,500
R Wisdom	-	12,500
D C Smith	-	12,500
P J Smith	-	12,500
K Rycroft	-	12,500
M Wisdom	-	12,500
	-	75,000

During the year, dividends totaling £150,000 (2009 £262,500) were paid to some of the directors as follows

	2010	2009
	£	£
S Rycroft	25,000	43,750
R Wisdom	25,000	43,750
D C Smith	25,000	43,750
P J Smith	25,000	43,750
K Rycroft	25,000	43,750
M Wisdom	25,000	43,750
Total	150,000	262,500
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# NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 30 JUNE 2010

#### 23 Staff costs

Staff costs, including directors' remuneration, were as follows

	<b>2010</b> £	<b>2009</b> £
Wages and salaries Social security costs Other pension costs	1,318,386 167,113 1,500	1,436,272 172,223 1,500
	1,486,999	1,609,995

The average monthly number of employees, including the directors, during the year was as follows

	2010 No	<b>2009</b> No
Directors Jointer/Fitter	7 15	3 21
Administration	2	4
	24	28

#### 24. Control

The company is under the control of the directors

#### 25 Share options

During the year ended 30 June 2010 the company had two share based payment arrangements

Two options were granted on 14 July 2004 over 60 and 40 £1 ordinary non-voting shares respectively The option price is an amount equal to the market value of a non-voting share at the date of the grant, being £700. The options may only be exercised following notification of a potential sale by the company and in no other circumstances.

At the balance sheet date neither of the two options had been exercised

Due to the specific nature of these options, and because no similar traded options could be identified, a market price for these options was unavailable. However, at 14 July 2004, the date of the grant of the options, the directors estimated their fair value to be up to approximately £9,300 per share based on the expected selling price of the company at that date, and they expect the options to be exercised on sale of the company