Directors' report and unaudited financial statements

for the year ended 31 March 2011

Registered number 5045144

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Registered number 5045144

# Directors' report

The directors present their annual report with the unaudited financial statements of the company for the year ended 31 March 2011

## Principal activity

The company's principal activity is to offer "whole house" energy efficiency solutions to the energy efficiency challenge, by offering insulation and renewable energy solutions to reduce the carbon footprint and CO2 emissions of buildings within the United Kingdom

#### **Business review**

The directors are pleased to report another very successful period of trading and anticipate making further progress in the year ahead

#### Reserves and dividends

Dividends of £1,000 (2010 -£2,533 33) (net) per share were paid during the year. The retained profit for the year after taxation and dividends of £381,736 (2010 - £213,234) is taken to Reserves

#### Directors and directors' interests

The directors, who held office during the period, had the following interests in the shares of the company, as recorded in the register of directors' share and debenture interests

	Class of share	Interest at beginning of period	Interest at end of period
K A Morris	Ordinary £1 shares	70	70
S C Lansdown	Ordinary £1 shares	30	30
IS Bowers (resigned 18 May 2011)	Ordinary £1 shares	-	-

This Report has been prepared in accordance with the provisions applicable to companies subject to the small companies regime

On behalf of the board

K A Morris

Date 27th MAY 201

Units 1-6, The Old Station Lower Green Higham Bury St Edmunds Suffolk IP28 6NE

Profit and loss account for the year ended 31 March 2011

Registered number 5045144

for the year chaca 31 March 2011			
	Note	2011 £	2010 £
Turnover	2	5,588,607	5,157,318
Cost of sales		(3,421,839)	(2,915,979)
Gross profit		2,166,768	2,241,339
Administrative & distribution expenses		(1,508,197)	(1,599,017)
Operating profit		658,571	642,322
Interest receivable		165	229
Profit on ordinary activities before taxation	2 & 3	658,736	642,551
Taxation	4	(177,000)	(175,984)
Profit for the period		481,736	466,567
Retained profits brought forward		1,267,147	1,053,913
Dividends	5	(100,000)	(253,333)
Retained profits carried forward		£1,648,883	£1,267,147

There were no recognised gains or losses other than the profits for the periods

There are no differences between the profits on ordinary activities before taxation and the retained profits for the periods as stated above and their historical cost equivalents

No activities were acquired or discontinued in either period

The accompanying accounting policies and notes form an integral part of these financial statements

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Registered number 5045144

at 31 March 2011	Note <b>2011</b>	2011		Note <b>2011</b>			2010
	1,010	£	£	£	£		
Fixed assets							
Tangible assets	8		201,726		221,960		
Current assets							
Stocks	9	99,052		82,249			
Debtors	10	1,229,399		811,628			
Cash at bank and in hand		1,030,239		1,050,507			
		2,358,690		1,944,384			
Creditors: amounts falling							
due within one year	11	(861,770)		(873,247)			
Net current assets			1,496,920		1,071,137		
Total assets less current liabilities			1,698,646		1,293,097		
Creditors: amounts falling due							
after more than one year	12		(49,663)		(25,850)		
Net assets			£1,648,983		£1,267,247		
Capital and reserves			<u></u>				
Called up share capital	13		100		100		
Profit and loss account			1,648,883		1,267,147		
Shareholders' funds	15		£1,648,983		£1,267,247		
			========				

The directors are satisfied that the company is entitled to exemption from the provisions of the Companies Act 2006 (the Act) relating to the audit of its financial statements for the year by virtue of section 477, and that no member or members have requested an audit pursuant to section 476 of the Act

The directors acknowledge their responsibilities for complying with the requirements of the Act with respect to accounting records and the preparation of accounts

These accounts have been prepared in accordance with the provisions applicable to companies subject to the small companies regime

These financial statements were approved by the board of directors and were signed on its behalf by

K A Morris - Director

S C Lansdown - Director

Date 27m Mm 201

The accompanying accounting policies and notes form an integral part of these financial statements

Notes (forming part of the financial statements)

### 1 Accounting policies

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

## Tangible fixed assets and depieciation

Fixed assets are stated at cost less accumulated depreciation. Depreciation is provided to write off the cost less estimated residual value of tangible fixed assets over their estimated useful economic lives as follows

Leasehold improvements

- 20% per annum on cost

Plant & machinery

- 20% - 50% per annum on cost

Commercial & motor vehicles

- 25% per annum on cost

Computer & office equipment,

Furniture, fixtures & fittings

- 20% - 33 33% per annum on cost

#### 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 amount charged against profits represents the contributions payable to the scheme in respect of the accounting period.

## Amounts recoverable on contracts

Uninvoiced income attributable to contracts is included in Amounts recoverable on contracts, within Debtors, at sales value

#### Stocks

Stocks of raw materials and consumables are stated at the lower of cost and net realisable value Cost comprises the original purchase price and any direct costs attributable to location and condition Net realisable value is the amount estimated to be subsequently realisable, less costs to completion and related selling and distribution costs

## Hue purchase and lease purchase

Assets held under hire purchase and lease purchase agreements are capitalised as tangible fixed assets and depreciated accordingly. The capital amounts of obligations under such agreements are included within Creditors. Finance elements of rental payments are charged to the profit and loss account annually

#### Operating leases

Rentals applicable to operating leases are charged to the profit and loss account as incurred

#### Taxation

The charge for taxation is based on the profit for the year and takes into account taxation deferred because of timing differences between the treatment of certain items for taxation and accounting purposes Provision is made for deferred tax to the extent that it is probable that an actual liability will crystallise

#### Turnovei

Turnover (excluding value added tax) represents the invoiced value of services and goods supplied

Notes (continued)

## 2 Turnover and profit on ordinary activities before taxation

All of the company's turnover and profit derived from its principal activity

	2011	2010
Profit on ordinary activities before taxation is stated after charging	£	£
Hire of equipment & vehicles	66,269	34,062
Other operating lease rentals	36,250	34,000
Depreciation - owned tangible fixed assets	81,866	89,735
Depreciation - tangible fixed assets under hire purchase contracts	72,353	62,518

## 3 Staff costs and directors' remuneration

The average number of persons employed by the company during the	year, was 69 <i>(2010 -</i> .	<i>59</i> ) The
aggregate payroll costs of these persons were as follows.	2011	2010
	£	£
Directors' remuneration	216,000	229,747
Staff wages and salaries	1,509,790	1,400,267
Social security costs	198,509	169,580
	£1,924,299	£1,799,594

Directors - benefits in kind - £25,659 (2010 - £27,463) Pension contributions - £16,560 (2010 - £26,490)

4	Taxation	2011	2010
		£	£
	UK corporation tax at 26% (2010 - 25 9%) - current	£177,000	£175,984

There were no material differences between the actual tax charge for the year, and the notional charges based on the Accounts results before tax, in respect of either year

5	Dividends	2011	2010
		£	£
	Interim dividend of £1,000 00 (2010 - £2,533 33) (net) per share - paid	£100,000	£253,333

#### 6 Pension scheme

The company operates a defined contribution pension scheme. All directors are covered. The pension cost charge for the period, representing contributions payable by the company to the fund, was £29,189 (2010 - £36,749). Outstanding contributions at the end of the financial year were £1,583 (2010 - £1,651)

## 7 Related party disclosures

The directors consider that the ultimate controlling party of the company is Mr K A Morris Mr Morris has provided personal guarantees to the providers of asset loan finance Dividends paid to - K A Morris - £70,000 (2010 - £177,333), S C Lansdown - £30,000 (2010 - £76,000) Amounts owed to the shareholding directors - K A Morris - £20,000 (2010 - £86,672), S C Lansdown - £ - (2010 - £36,000) These amounts are included in Creditors due within one year (note 11)

Tangible fixed assets

Notes (continued)

	improve- ments	furniture, fixtures, fittings	Plant & machinery	Commercial & motor vehicles £	Total £
Cost					
At beginning of year	38,534	34,479	<b>87,85</b> 7	511,691	672,561
Additions	21,584	2,305	14,391	95,705	133,985
Disposals	-	-	-	(15,995)	(15,995)
At end of year	60,118	36,784	102,248	591,401	790,551
Depreciation					. ***
At beginning of year	19,912	17,884	77,650	335,155	450,601
Charge for year	12,024	8,396	13,981	•	154,219
On disposals	-	-	-	(15,995)	(15,995)
At end of year	31,936	26,280	91,631	438,978	588,825
Net book value					
At 31 March 2011	£28,182	£10,504	£10,617	£152,423	£201,726
At 31 March 2010	£18,622	£16,595	£10,207	£176,536	£221,960
At 31 March 2010  The net book value of assets held (2010 - £110,291)			======	======	======
The net book value of assets held u			======	====== 011 was £119,356 <b>2011</b>	2010
The net book value of assets held $(2010 - £110,291)$			======	====== 011 was £119,356	
The net book value of assets held to (2010 - £110,291)  Stocks			======	2011 £ £99,052 ====================================	2010 £ £82,249
The net book value of assets held to (2010 - £110,291)  Stocks  Raw materials and consumables			======	2011 £ £99,052 ====================================	2010 £ £82,249 ====================================
The net book value of assets held to (2010 - £110,291)  Stocks  Raw materials and consumables  Debtors			======	2011 £ £99,052 ————————————————————————————————————	2010 £ £82,249 ====================================
The net book value of assets held to (2010 - £110,291)  Stocks  Raw materials and consumables  Debtors  Trade debtors	====== under hire pui	======================================	======	2011 £ £99,052 ====================================	2010 £ £82,249 ====================================
The net book value of assets held to (2010 - £110,291)  Stocks  Raw materials and consumables  Debtors  Trade debtors  Amounts recoverable on contracts	====== under hire pui	======================================	======	2011 £ £99,052 ====================================	2010 £ £82,249 ====================================
The net book value of assets held to (2010 - £110,291)  Stocks  Raw materials and consumables  Debtors  Trade debtors  Amounts recoverable on contracts VAT recoverable	====== under hire pui	======================================	======	2011 £ £99,052 ====================================	2010 £ £82,249 ====================================
The net book value of assets held to (2010 - £110,291)  Stocks  Raw materials and consumables  Debtors  Trade debtors  Amounts recoverable on contracts	====== under hire pui	======================================	======	2011 £ £99,052 ====================================	2010 £ £82,249 ====================================
	At beginning of year Additions Disposals  At end of year  Depreciation At beginning of year Charge for year On disposals  At end of year  Net book value	Cost At beginning of year 38,534 Additions 21,584 Disposals -  At end of year 60,118  Depreciation At beginning of year 19,912 Charge for year 12,024 On disposals -  At end of year 31,936  Net book value	Cost         At beginning of year         38,534         34,479           Additions         21,584         2,305           Disposals         -         -           At end of year         60,118         36,784           Depreciation         36,784           At beginning of year         19,912         17,884           Charge for year         12,024         8,396           On disposals         -         -           At end of year         31,936         26,280           Net book value         -         -	Cost         At beginning of year         38,534         34,479         87,857           Additions         21,584         2,305         14,391           Disposals         -         -         -           At end of year         60,118         36,784         102,248           Depreciation         -         -         -           At beginning of year         19,912         17,884         77,650           Charge for year         12,024         8,396         13,981           On disposals         -         -         -           At end of year         31,936         26,280         91,631           Net book value	ments £         fixtures, fittings machinery £         motor vehicles £           Cost         38,534         34,479         87,857         511,691           Additions         21,584         2,305         14,391         95,705           Disposals         -         -         -         (15,995)           At end of year         60,118         36,784         102,248         591,401           Depreciation         At beginning of year         19,912         17,884         77,650         335,155           Charge for year         12,024         8,396         13,981         119,818           On disposals         -         -         (15,995)           At end of year         31,936         26,280         91,631         438,978           Net book value         31,936         26,280         91,631         438,978

Computer & office

equipment,

Leasehold

Notes (continued)

11	Creditors: amounts falling due within one year	2011 £	2010 £
	Trade creditors	448,712	381,131
	Corporation tax	177,000	175,984
	Other taxes and social security	54,001	60,503
	Obligations under hire purchase contracts (secured) – current portion	50,847	59,683
	Accruals	15,785	9,964
	Deferred income	15,331	•
	Directors' loan accounts	20,000	122,672
	Wages and other creditors	80,094	63,310
		£861,770	£873,247
12	Creditors: amounts falling due after more than one year	2011 £	2010 £
	Obligations under hire purchase contracts (secured) – long term portion	£49,663	£25,850
13	Called up share capital		
		2011	2010
	Ordinary shares of £1 each	£	£
	Allotted, called up and fully paid	£100	£100

# 14 Leasing commitments

At 31 March 2011, the company's annual commitments under non-cancellable operating leases were - Land & buildings - expiry within five to ten years - £37,000 (2010 - £34,000) Plant & machinery - expiry within one year - £17,147 (2010 - £10,120)

## 15 Reconciliation of movements in shareholders' funds

	2011 £	2010 £
Profit for the year after taxation	481,736	466,567
Dividends paid	(100,000)	(253,333)
Increase in shareholders' funds in period	381,736	213,234
Opening shareholders' funds	1,267,247	1,054,013
Closing shareholders' funds - all Equity interests	£1,648,983	£1,267,247