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REGISTERED NUMBER: NI614904 (Northern Ireland)

CHARLES HURST INSURANCE SERVICES LTD STRATEGIC REPORT, DIRECTORS' REPORT AND FINANCIAL STATEMENTS FOR THE YEAR ENDED 29 APRIL 2020

CavanaghKelly Chartered Accountants and Statutory Auditors 36-38 Northland Row Dungannon Co. Tyrone BT71 6AP

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CHARLES HURST INSURANCE SERVICES LTD

COMPANY INFORMATION FOR THE YEAR ENDED 29 APRIL 2020

DIRECTORS:	Alan Richard Hunter Michael Mc Kee Colin McNab Henry Kenneth Surgenor
REGISTERED OFFICE:	Elizabeth House First Floor 116-118 Holywood Road Belfast Co. Down BT4 1NU

REGISTERED NUMBER:

NI614904 (Northern Ireland)

INDEPENDENT AUDITORS:

CavanaghKelly Chartered Accountants and Statutory Auditors 36-38 Northland Row Dungannon Co. Tyrone BT71 6AP

STRATEGIC REPORT FOR THE YEAR ENDED 29 APRIL 2020

The directors present their strategic report for the year ended 29 April 2020.

REVIEW OF THE COMPANY'S BUSINESS & KEY PERFORMANCE INDICATORS

The directors aim to present a balanced and comprehensive view of the development and performance of the company during the year and its position at year end. The review is consistent with the size and nature of the company and is written in the context of the risks and uncertainties faced.

The company's key financial performance indicators during the year were as follows:

- Revenue:	2020: £274,974	2019: £323,221
- Gross Profit Margin:	2020: 26.3%	2019: 16.5%
- Net profit/(loss) before tax:	2020: £1,650	2019: (£7,951)

PRINCIPAL RISKS AND UNCERTAINTIES

The main risks from the company's operations are competition, financial, economic and Covid-19. The directors review and agree policies for managing each of these risks and they are summarised below. The policies have remained unchanged from previous years.

Competition Risk:

The company operates in a very competitive market. To manage such a risk the company aims to provide a high quality service.

Financial Risk:

The company's operations expose it to financial risk. The company has in place a risk management programme that seeks to limit the adverse effects on the financial performance of the company by monitoring levels of risk and the related finance costs.

Economic Risk:

Economic risk is inherent in the industry in which the company operates. The directors manage the risk by ensuring relationships with insurers are maintained by having long standing relationships with such parties.

Covid-19:

The directors continue to monitor the situation closely and implement changes where necessary, to minimise risk of business disruption.

DEVELOPMENT AND PERFORMANCE

The company's success is dependent on the ongoing management of business risks and uncertainties its faces. The directors intend to grow the business further as the company establishes a brand in the market and through better management of costs and improved efficiencies within the business.

STRATEGY

The company's success is dependent on the ongoing management of business risks and uncertainties it faces. The directors intend to grow the business further as the company establishes a quality service in the market and through better management of costs and improved efficiencies within the business.

FUTURE DEVELOPMENTS

The company plans to continue its present activities and further develop its trading levels to continue to grow the business.

BUSINESS ENVIRONMENT

The UK and Irish insurance broker market is highly competitive with a large number of firms operating within them. The company considers itself as having a place in the market due to the knowledge of the insurance industry held by the directors.

STRATEGIC REPORT FOR THE YEAR ENDED 29 APRIL 2020

EMPLOYEES

The company's policy is to consult and discuss with employees, through unions, staff councils and at meetings, matters likely to affect employees' interests.

Information on matters of concern to employees is given through information bulletins and reports which seek to achieve a common awareness on the part of all employees of the financial and economic factors affecting the company performance.

ON BEHALF OF THE BOARD:

Michael Mc Kee - Director

29 April 2021

DIRECTORS' REPORT FOR THE YEAR ENDED 29 APRIL 2020

The directors present their report with the financial statements of the Company for the year ended 29 April 2020.

PRINCIPAL ACTIVITY

The principal activity of the company during the year was that of insurance broker.

DIVIDENDS

No interim dividends paid during the year (2019: £Nil).

DIRECTORS

The directors shown below have held office during the whole of the period from 30 April 2019 to the date of this report.

Alan Richard Hunter Michael Mc Kee Colin McNab Henry Kenneth Surgenor

DISCLOSURES REQUIRED UNDER SCHEDULE 7

In accordance with section 414C (11) of Companies Act 2006, the directors have elected to disclose details of the business review, risk policies and future developments in the company's Strategic Report which would otherwise be required to be disclosed in the Directors' Report.

DIRECTORS' RESPONSIBILITIES STATEMENT

The directors are responsible for preparing the Strategic Report, 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), including Financial Reporting Standard 102 'The Financial Reporting Standard applicable in the UK and Republic of Ireland'. 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 judgements and accounting 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.

STATEMENT AS TO DISCLOSURE OF INFORMATION TO AUDITORS

So far as the directors are aware, there is no relevant audit information (as defined by Section 418 of the Companies Act 2006) of which the Company's auditors are unaware, and each director has taken all the steps that he ought to have taken as a director in order to make himself aware of any relevant audit information and to establish that the Company's auditors are aware of that information.

DIRECTORS' REPORT FOR THE YEAR ENDED 29 APRIL 2020

AUDITORS

The auditors, CavanaghKelly, have indicated their willingness to continue in office in accordance with the provision of Section 485 of the Companies Act 2006.

ON BEHALF OF THE BOARD:

Michael Mc Kee - Director

29 April 2021

INDEPENDENT AUDITORS' REPORT TO THE MEMBERS OF CHARLES HURST INSURANCE SERVICES LTD

Opinion

We have audited the financial statements of Charles Hurst Insurance Services Ltd (the 'Company') for the year ended 29 April 2020 which comprise the Income Statement, Statement of Financial Position, Statement of Changes in Equity and Notes to the Financial Statements, including a summary of significant accounting policies. The financial reporting framework that has been applied in their preparation is applicable law and United Kingdom Accounting Standards, including Financial Reporting Standard 102 'The Financial Reporting Standard applicable in the UK and Republic of Ireland' (United Kingdom Generally Accepted Accounting Practice).

In our opinion the financial statements:

- give a true and fair view of the state of the Company's affairs as at 29 April 2020 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.

Basis for opinion

We conducted our audit in accordance with International Standards on Auditing (UK) (ISAs (UK)) and applicable law. Our responsibilities under those standards are further described in the Auditors' responsibilities for the audit of the financial statements section of our report. We are independent of the Company in accordance with the ethical requirements that are relevant to our audit of the financial statements in the UK, including the FRC's Ethical Standard, and we have fulfilled our other ethical responsibilities in accordance with these requirements. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

Conclusions relating to going concern

The following matters in relation to going concern to which the ISAs (UK) require us to report to you are:

the directors' use of the going concern basis of accounting in the preparation of the financial statements is not appropriate and the financial statements have been prepared on a basis other than that of going concern.
the directors' have disclosed within the financial statements the fact they are actively reviewing the current position of the business with the intention of selling the current order book. The directors disclose that any proceeds of sale will cover all current debt, including related party debt.

Other information

The directors are responsible for the other information. The other information comprises the information in the Strategic Report and the Directors' Report, but does not include the financial statements and our Auditors' Report thereon.

Our opinion on the financial statements does not cover the other information and, except to the extent otherwise explicitly stated in our report, we do not express any form of assurance conclusion thereon.

In connection with our audit of the financial statements, our responsibility is to read the other information and, in doing so, consider whether the other information is materially inconsistent with the financial statements or our knowledge obtained in the audit or otherwise appears to be materially misstated. If we identify such material inconsistencies or apparent material misstatements, we are required to determine whether there is a material misstatement in the financial statements or a material misstatement of the other information. If, based on the work we have performed, we conclude that there is a material misstatement of this other information, we are required to report that fact. We have nothing to report in this regard.

Opinions on other matters prescribed by the Companies Act 2006

In our opinion, based on the work undertaken in the course of the audit:

- the information given in the Strategic Report and the Directors' Report for the financial year for which the financial statements are prepared is consistent with the financial statements; and
- the Strategic Report and the Directors' Report have been prepared in accordance with applicable legal requirements.

INDEPENDENT AUDITORS' REPORT TO THE MEMBERS OF CHARLES HURST INSURANCE SERVICES LTD

Matters on which we are required to report by exception

In the light of the knowledge and understanding of the Company and its environment obtained in the course of the audit, we have not identified material misstatements in the Strategic Report or the Directors' Report.

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; or
- the directors were not entitled to take advantage of the small companies' exemption from the requirement to prepare a Strategic Report.

Responsibilities of directors

As explained more fully in the Directors' Responsibilities Statement set out on page four, the directors are responsible for the preparation of the financial statements and for being satisfied that they give a true and fair view, and for such internal control as the directors determine necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the financial statements, the directors are responsible for assessing the Company's ability to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless the directors either intend to liquidate the Company or to cease operations, or have no realistic alternative but to do so.

Auditors' responsibilities for the audit of the financial statements

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an Auditors' Report that includes our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with ISAs (UK) will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these financial statements.

A further description of our responsibilities for the audit of the financial statements is located on the Financial Reporting Council's website at www.frc.org.uk/auditorsresponsibilities. This description forms part of our Auditors' Report.

Use of our report

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.

Mr Ryan Falls ACA (Senior Statutory Auditor) for and on behalf of CavanaghKelly Chartered Accountants and Statutory Auditors 36-38 Northland Row Dungannon Co. Tyrone BT71 6AP

29 April 2021

INCOME STATEMENT FOR THE YEAR ENDED 29 APRIL 2020

	Notes	2020 £	2019 £
TURNOVER		274,974	323,221
Cost of sales GROSS PROFIT		<u>(202,713</u>) 72,261	<u>(269,778)</u> 53,443
Administrative expenses		<u>(70,611)</u> 1,650	<u>(71,997)</u> (18,554)
Other operating income OPERATING PROFIT/(LOSS) and		<u> </u>	<u> 10,603</u>
PROFIT/(LOSS) BEFORE TAXATION		1,650	(7,951)
Tax on profit/(loss)	6	<u> </u>	<u> </u>
PROFIT/(LOSS) FOR THE FINANCIAL YEAR		1,650	(7,951)
OTHER COMPREHENSIVE INCOME TOTAL COMPREHENSIVE INCOME FOR)	<u> </u>	<u>-</u>
THE YEAR		1,650	<u>(7,951</u>)

The notes form part of these financial statements

29 APRIL 2020				
NON-CURRENT ASSETS	Notes	2020 £	2019 £	
Tangible assets	7	-	163	
CURRENT ASSETS Receivables: amounts falling due within one	8	6,314	11,724	
year Cash at bank		<u>25,249</u> 31,563	<u>93,165</u> 104,889	
PAYABLES Amounts falling due within one year NET CURRENT LIABILITIES TOTAL ASSETS LESS CURRENT	9	<u>(50,428)</u> (18,865)	<u>(125,567)</u> (20,678)	
LIABILITIES		<u> (18,865</u>)	<u>(20,515</u>)	
CAPITAL AND RESERVES Called up share capital Retained earnings SHAREHOLDERS' FUNDS	10	2 (18,867) (18,865)	2 (20,517) (20,515)	

STATEMENT OF FINANCIAL POSITION 29 APRIL 2020

The financial statements were approved by the Board of Directors and authorised for issue on 29 April 2021 and were signed on its behalf by:

Michael Mc Kee - Director

Henry Kenneth Surgenor - Director

The notes form part of these financial statements

STATEMENT OF CHANGES IN EQUITY FOR THE YEAR ENDED 29 APRIL 2020

	Called up share capital £	Retained earnings £	Total equity £
Balance at 30 April 2018	2	(12,566)	(12,564)
Changes in equity Total comprehensive income Balance at 29 April 2019	2	<u>(7,951)</u> (20,517)	(7,951) (20,515)
Changes in equity Total comprehensive income Balance at 29 April 2020	2	1,650 (18,867)	1,650 (18,865)

The notes form part of these financial statements

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 29 APRIL 2020

1. **STATUTORY INFORMATION**

Charles Hurst Insurance Services Ltd is a private company, limited by shares registered in Northern Ireland. The company's registered number and registered office address can be found on the Company Information page.

2. **STATEMENT OF COMPLIANCE**

The financial statements of the company for the year ended 29 April 2020 have been prepared in accordance with the Financial Reporting Standard applicable in the United Kingdom and the Republic of Ireland (FRS 102) issued by the Financial Reporting Council and in accordance with the Companies Act 2006.

3. ACCOUNTING POLICIES

Basis of preparing the financial statements

The financial statements have been prepared on a basis other than that of going concern, including consideration of the need to write down the company's assets to net realisable value. The directors are reviewing the current position of the company, with the active intention of selling the current order book in the next 12 months. The directors believe the proceeds of any sale will be sufficient to clear intercompany debt currently held and will cover all current liabilities within the statement of financial position. The financial statements do not include any provision for the future costs of terminating the business of the company as no such costs were known at the date of signing these financial statements.

The preparation of the financial statements in compliance with FRS 102 requires the use of certain critical accounting estimates. It also requires management to exercise judgement in applying the company accounting policies. No critical judgements or critical accounting estimates have been applied to these financial statements.

The following accounting policies have been applied consistently throughout the year.

Financial Reporting Standard 102 - reduced disclosure exemptions

The Company has taken advantage of the following disclosure exemption in preparing these financial statements, as permitted by FRS 102 "The Financial Reporting Standard applicable in the UK and Republic of Ireland":

• the requirements of Section 7 Statement of Cash Flows.

Revenue

Revenue is recognised to the extent that is probable that the economic benefits will flow to the company and the revenue can be reliably measured. Revenue is measured as the fair value of the consideration received or receivable, excluding discounts, rebates, value added tax and other sales taxes. The following criteria must be met before revenue is recognised:

Sale of goods

Revenue from the sale of goods is recognised when all of the following conditions are satisfied:

- the company has transferred the significant risks and rewards of ownership to the buyer;

- the company retains neither continuing managerial involvement to the degree usually associated with ownership nor effective control over the goods sold;
- the amount of revenue can be measured reliably;
- it is probable that the company will receive the consideration due under the transaction; and
- the costs incurred or to be incurred in respect of the transaction can be measured reliably.

NOTES TO THE FINANCIAL STATEMENTS - continued FOR THE YEAR ENDED 29 APRIL 2020

3. ACCOUNTING POLICIES - continued

Property, plant and equipment

Property, plant and equipment are stated at cost or at valuation, less accumulated depreciation. The charge to depreciation is calculated to write off the original cost or valuation of property, plant and equipment, less their estimated residual value, over their expected useful lives as follows:

Fixtures, fittings and equipment

33% Reducing balance

The carrying values of property, plant and equipment are reviewed annually for impairment in periods if events or changes in circumstances indicate the carrying value may not be recoverable.

NOTES TO THE FINANCIAL STATEMENTS - continued FOR THE YEAR ENDED 29 APRIL 2020

3. ACCOUNTING POLICIES - continued

Financial instruments

The company has chosen to adopt Sections 11 and 12 of FRS 102 in respect of financial instruments.

(i) Financial assets

Basic financial assets, including trade and other receivables, cash and bank balances and amounts owed by related parties and are initially recognised at transaction price, unless the arrangement constitutes a financing transaction, where the transaction is measured at the present value of the future receipts discounted at a market rate of interest. Such assets are subsequently carried at amortised cost using the effective interest method.

At the end of each reporting period financial assets measured at amortised cost are assessed for objective evidence of impairment. If an asset is impaired the impairment loss is the difference between the carrying amount and the present value of the estimated cash flows discounted at the asset's original effective interest rate. The impairment loss is recognised in profit or loss.

If there is decrease in the impairment loss arising from an event occurring after the impairment was recognised, the impairment is reversed. The reversal is such that the current carrying amount does not exceed what the carrying amount would have been had the impairment not previously been recognised. The impairment reversal is recognised in profit or loss.

Financial assets are derecognised when (a) the contractual rights to the cash flows from the asset expire or are settled, or (b) substantially all the risks and rewards of the ownership of the asset are transferred to another party or (c) despite having retained some significant risks and rewards of ownership, control of the asset has been transferred to another party who has the practical ability to unilaterally sell the asset to an unrelated third party without imposing additional restrictions.

(ii) Financial liabilities

Basic financial liabilities, including trade and other payables, bank loans and overdrafts and amounts owed to related parties are initially recognised at transaction price, unless the arrangement constitutes a financing transaction, where the debt instrument is measured at the present value of the future receipts discounted at a market rate of interest. Debt instruments are subsequently carried at amortised cost, using the effective interest rate method. Fees paid on the establishment of loan facilities are recognised as transaction costs of the loan to the extent that it is probable that some or all of the facility will be drawn down. In this case, the fee is deferred until the draw-down occurs. To the extent there is no evidence that it is probable that some or all of the facility will be drawn down, the fee is capitalised as a pre-payment for liquidity services and amortised over the period of the facility to which it relates.

Trade payables are obligations to pay for goods or services that have been acquired in the ordinary course of business from suppliers. Accounts payable are classified as current liabilities if payment is due within one year or less. If not, they are presented as non-current liabilities. Trade payables are recognised initially at transaction price and subsequently measured at amortised cost using the effective interest method.

Financial liabilities are derecognised when the liability is extinguished, that is when the contractual obligation is discharged, cancelled or expires.

(iii) Offsetting

Financial assets and liabilities are offset and the net amounts presented in the financial statements when there is a legally enforceable right to set off the recognised amounts and there is an intention to settle on a net basis or to realise the asset and settle the liability simultaneously.

Taxation and deferred taxation

Current tax represents the amount expected to be paid or recovered in respect of taxable profits for the period and is calculated using the tax rates and laws that have been enacted or substantially enacted at the Statement of Financial Position date.

NOTES TO THE FINANCIAL STATEMENTS - continued FOR THE YEAR ENDED 29 APRIL 2020

3. ACCOUNTING POLICIES - continued

Cash and cash equivalents

Cash and cash equivalents includes cash in hand and deposits held at call with banks.

Share capital

Ordinary shares are classified as equity. Incremental costs directly attributable to the issue of new ordinary shares or options are shown in equity as a deduction, net of tax, from proceeds.

4. **EMPLOYEES AND DIRECTORS**

There were no staff costs for the year ended 29 April 2020 nor for the year ended 29 April 2019.

The average number of employees during the year was NIL (2019 - NIL).

Directors' remuneration	2020 £ 	2019 £
OPERATING PROFIT/(LOSS)		
The operating profit (2019 - operating loss) is stated after charging:		
Depreciation - owned assets Auditors' remuneration	2020 £ 163 <u>8,113</u>	2019 £ 88 <u>4,500</u>

6. TAXATION

5.

Analysis of the tax charge

No liability to UK corporation tax arose for the year ended 29 April 2020 nor for the year ended 29 April 2019.

7. **PROPERTY, PLANT AND EQUIPMENT**

	Fixtures and fittings £
COST	
At 30 April 2019	
and 29 April 2020	<u>1,742</u>
DEPRECIATION	
At 30 April 2019	1,579
Charge for year	163
At 29 April 2020	1,742
NET BOOK VALUE	
At 29 April 2020	-
At 29 April 2019	163
· · · · · · · · · · · · · · · · · · ·	

NOTES TO THE FINANCIAL STATEMENTS - continued FOR THE YEAR ENDED 29 APRIL 2020

8. **RECEIVABLES: AMOUNTS FALLING DUE WITHIN ONE YEAR**

0.	RECEIVABLES: AMOUNTS FALLING DUE WITHIN ONE TEAR		2020	2019	
	Trade receiva	bles		£ <u>6,314</u>	<u>+</u> 11,724
9.	PAYABLES: AI	MOUNTS FALLING DUE WITHIN ONE YEAR		2020	2010
		es d to related parties deferred income		2020 £ 22,456 24,372 <u>3,600</u> 50,428	2019 £ 72,180 49,787 <u>3,600</u> 125,567
10.	CALLED UP S	HARE CAPITAL			
	Allotted, issue Number:	d and fully paid: Class:	Nominal value:	2020 £	2019 £
	2	Ordinary Share Class 1	1	2	2
11.	RELATED PAR	RTY DISCLOSURES			
	Entities with	control, joint control or significant influence	e over the entity	2020 f	2019 f
	Amount due to	o related party		24,372	49,787
	Midas Underwriting Ltd, a company incorporated in England, has a 50% shareholding in Charles Hurst Insurance Services Ltd.				

Charles Hurst Limited, a company incorporated in Northern Ireland, has a 50% shareholding in Charles Hurst Insurance Services Ltd.

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