

# Allan Webb Limited

Annual Report and Financial Statements  
for the Year Ended 30 June 2020

# Allan Webb Limited

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# **Allan Webb Limited**

## **Company Information**

<b>Directors</b>	J C Hardcastle S M Rigsby G D Jones M R Lewis R J Lipington I J Hayes M W Copp E M Webb
<b>Registered office</b>	Red Lodge Bonds Mill Stonehouse Gloucestershire GL10 3RF
<b>Auditors</b>	Chhaya Hare Wilson CML Limited Chartered Certified Accountants and Statutory Auditors Transport House Uxbridge Road Hillingdon Heath Hillingdon Middlesex UB10 0LY

## **Allan Webb Limited**

### **Strategic Report for the Year Ended 30 June 2020**

The directors present their strategic report for the year ended 30 June 2020.

#### **Principal activity**

The principal activity of the company is compilation, processing and publishing of commercial and technical data and documents

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

The company is continuing to follow a strategy of developing and improving the business. The next financial year and going forward will be challenging to achieve this because of the Coronavirus - COVID19 Pandemic.

The directors feel that the company is well placed to meet the challenges in the coming years, However, the directors do not anticipate the company trading results will be affected by the impact of the Coronavirus - COVID19 Pandemic.

The key performance indicators for the year were as follows-

Turnover increase by £3,824K or 38.3%

Gross Profit Percentage return 27.27% (2019 - 28.36%)

Operating profit for the year £1,827K (2019 - £1,465K)

Net profit for the year £1,889K (2019 - £1,346K).

The underlying core business continues to generate ongoing profits, with the future prospects significantly enhanced by the new and ongoing long term contracts from the Ministry of Defence.

The directors feel that the company is now well placed to exploit market opportunities as they arise or are created and thereby improve revenue and hence profitability going forward.

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

The principal risks relate to market demand, although there are no indicators to suggest that future demand will diminish and is, in fact, expected to expand. ( Refer to Coronavirus - COVID19 Pandemic note below).

The company considers working capital management, particularly cash flow to be the key management of the company. By monitoring cash flow as part of its day to day control procedures, we are confident that no liquidity risk should arise based on regular operations.

#### **Coronavirus - COVID19 Pandemic**

The directors are of the opinion that the Coronavirus - COVID19 Pandemic may not impact on the trading results of the company for the next financial year and going forward.

#### **BREXIT**

The directors are aware of the BREXIT situation and they have implemented procedures in the company to ensure a smooth transition when appropriate. It is considered that the company has sufficient financial resources to be able to safeguard its interest. Accordingly, the directors are confident that the company's going concern will not be affected by the United Kingdom leaving the European Union on 31 December 2020.

Approved by the Board on 11 November 2020 and signed on its behalf by:

.....  
J C Hardcastle  
Director

## **Allan Webb Limited**

### **Directors' Report for the Year Ended 30 June 2020**

The directors present their report and the financial statements for the year ended 30 June 2020.

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

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

J C Hardcastle

S M Rigsby

G D Jones

M R Lewis

R J Lipington

I J Hayes

M W Copp (appointed 1 July 2019)

R A Webb (ceased 18 June 2020)

E M Webb

Dividends -

Final dividends paid in the year was £1,095,720 (2019 - £434,477).

#### **Financial instruments**

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

The company's operation is exposed to a variety of financial risks that includes the effect of changes in credit risks, liquidity risks and interest rates risks.

The company has in place a risk management programme that seeks to limit the possible adverse effects on financial performance by monitoring levels of cash. The monitoring of financial risk management is the responsibility of the board of directors.

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

Price risk

Expenditure incurred by the company is authorised by management in order to ensure that goods and services are not obtained at a higher price than necessary.

Credit risk-

The company has implemented policies that require appropriate credit checks on potential customers before new accounts are accepted and continually monitors the credit arrangement of existing customers.

Liquidity cash flow risk-

The company maintains large credit balances on its bank accounts to ensure there are sufficient funds for operations.

Interest rate risk-

The company has interest bearing assets. Interest bearing assets include only cash balances that earn interest at a floating rate.

#### **Disclosure of information to the auditors**

## **Allan Webb Limited**

### **Directors' Report for the Year Ended 30 June 2020**

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

#### **Reappointment of auditors**

In accordance with section 485 of the Companies Act 2006, a resolution for the re-appointment of Chhaya Hare Wilson CML Limited as auditors of the company is to be proposed at the forthcoming Annual General Meeting.

Approved by the Board on 11 November 2020 and signed on its behalf by:

.....  
J C Hardcastle  
Director

## **Allan Webb Limited**

### **Statement of Directors' Responsibilities**

The directors acknowledge their responsibilities for preparing the Annual Report and the financial statements in accordance with applicable law and regulations.

Company law requires the directors to prepare financial statements for each financial year. Under that law the directors have elected to prepare the financial statements in accordance with United Kingdom Generally Accepted Accounting Practice (United Kingdom Accounting Standards and applicable law). Under company law the directors must not approve the financial statements unless they are satisfied that they give a true and fair view of the state of affairs of the company and of the profit or loss of the company for that period. In preparing these financial statements, the directors are required to:

- select suitable accounting policies and apply them consistently;
- make judgements and accounting estimates that are reasonable and prudent;
- state whether applicable UK Accounting Standards have been followed, subject to any material departures disclosed and explained in the financial statements; and
- prepare the financial statements on the going concern basis unless it is inappropriate to presume that the company will continue in business.

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

## **Allan Webb Limited**

### **Independent Auditor's Report to the Members of Allan Webb Limited**

#### **Opinion**

We have audited the financial statements of Allan Webb Limited (the 'company') for the year ended 30 June 2020, which comprise the Profit and Loss Account, Statement of Comprehensive Income, Balance Sheet, Statement of Changes in Equity, Statement of Cash Flows, 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 30 June 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 Auditor's 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**

We have nothing to report in respect of the following matters in relation to which the ISAs (UK) require us to report to you where:

- the directors' use of the going concern basis of accounting in the preparation of the financial statements is not appropriate; or
- the directors have not disclosed in the financial statements any identified material uncertainties that may cast significant doubt about the company's ability to continue to adopt the going concern basis of accounting for a period of at least twelve months from the date when the financial statements are authorised for issue.

#### **Other information**

The directors are responsible for the other information. The other information comprises the information included in the annual report, other than the financial statements and our auditor's 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.



# **Allan Webb Limited**

## **Independent Auditor's Report to the Members of Allan Webb Limited**

### **Opinion on other matter 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 Directors' Report for the financial year for which the financial statements are prepared is consistent with the financial statements; and
- the Strategic Report and Directors' Report have been prepared in accordance with applicable legal requirements.

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

In the light of our 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 and 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.

### **Responsibilities of directors**

As explained more fully in the Statement of Directors' Responsibilities [set out on page 5], 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 is 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.

### **Auditor's 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 auditor's 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](http://www.frc.org.uk/auditorsresponsibilities). This description forms part of our auditor's report.

As part of an audit in accordance with ISAs (UK), we exercise professional judgement and maintain professional scepticism throughout the audit. We also:

- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the company's internal control.

## **Allan Webb Limited**

### **Independent Auditor's Report to the Members of Allan Webb Limited**

- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by the directors.

Conclude on the appropriateness of the directors' use of the going concern basis of accounting and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the company's ability to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditor's report to the related disclosures in the financial statements or, if such disclosures are inadequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up to the date of our auditor's report. However, future events or conditions may cause the company to cease to continue as a going concern.

- Evaluate the overall presentation, structure and content of the financial statements, including the disclosures, and whether the financial statements represent the underlying transactions and events in a manner that achieves fair presentation.

Obtain sufficient appropriate audit evidence regarding the financial information of the entities or business activities within the company to express an opinion on the financial statements. We are responsible for the direction, supervision and performance of the company audit. We remain solely responsible for our audit opinion.

We communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit and significant audit findings, including any significant deficiencies in internal control that we identify during our audit.

#### **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 auditor's 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.

.....  
Chhotalal Meghji Chhaya (Senior Statutory Auditor)

For and on behalf of Chhaya Hare Wilson CML Limited, Statutory Auditor

Transport House

Uxbridge Road

Hillingdon Heath

Hillingdon

Middlesex

UB10 0LY

11 November 2020

# **Allan Webb Limited**

## **Profit and Loss Account for the Year Ended 30 June 2020**

	Note	2020 £	2019 £
Turnover	<u>3</u>	13,818,743	9,994,402
Cost of sales		<u>(9,749,665)</u>	<u>(7,192,860)</u>
Gross profit		4,069,078	2,801,542
Distribution costs		(223,237)	(164,621)
Administrative expenses		(2,059,477)	(1,199,395)
Other operating income	<u>4</u>	<u>40,987</u>	<u>28,145</u>
Operating profit	<u>6</u>	<u>1,827,351</u>	<u>1,465,671</u>
Income from shares in group undertakings		-	82,992
Other interest receivable and similar income	<u>8</u>	62,042	63,401
Amounts written off investments		<u>-</u>	<u>(265,810)</u>
		<u>62,042</u>	<u>(119,417)</u>
Profit before tax		1,889,393	1,346,254
Tax on profit	<u>12</u>	<u>(151,535)</u>	<u>(127,795)</u>
Profit for the financial year		<u><u>1,737,858</u></u>	<u><u>1,218,459</u></u>

The above results were derived from continuing operations.

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

# **Allan Webb Limited**

## **Statement of Comprehensive Income for the Year Ended 30 June 2020**

	<b>2020</b>	<b>2019</b>
	<b>£</b>	<b>£</b>
Profit for the year	1,737,858	1,218,459
Surplus/(deficit) on revaluation of other assets	-	14,151
Total comprehensive income for the year	<u>1,737,858</u>	<u>1,232,610</u>

# **Allan Webb Limited**

**(Registration number: 01780818)**

## **Balance Sheet as at 30 June 2020**

	Note	2020 £	2019 £
<b>Fixed assets</b>			
Tangible assets	<u>13</u>	305,998	206,568
Other financial assets	<u>14</u>	914,757	1,103,767
		<u>1,220,755</u>	<u>1,310,335</u>
<b>Current assets</b>			
Stocks	<u>15</u>	1,550	685
Debtors	<u>16</u>	2,257,782	2,589,450
Cash at bank and in hand		3,339,300	1,135,543
		5,598,632	3,725,678
<b>Creditors:</b> Amounts falling due within one year	<u>18</u>	<u>(3,548,280)</u>	<u>(2,237,823)</u>
<b>Net current assets</b>		<u>2,050,352</u>	<u>1,487,855</u>
<b>Total assets less current liabilities</b>		3,271,107	2,798,190
<b>Provisions for liabilities</b>	<u>19</u>	<u>(52,084)</u>	<u>(35,615)</u>
<b>Net assets</b>		<u>3,219,023</u>	<u>2,762,575</u>
<b>Capital and reserves</b>			
Called up share capital		1,191	1,191
Share premium reserve		232,349	232,349
Revaluation reserve		(171,539)	14,151
Profit and loss account		<u>3,157,022</u>	<u>2,514,884</u>
Shareholders' funds		<u>3,219,023</u>	<u>2,762,575</u>

Approved and authorised by the Board on 11 November 2020 and signed on its behalf by:

.....

S M Rigsby  
Director

# Allan Webb Limited

## Statement of Changes in Equity for the Year Ended 30 June 2020

	Share capital £	Share premium £	Revaluation reserve £	Profit and loss account £
At 1 July 2019	1,191	232,349	14,151	2,514,884
Prior period adjustment	-	-	(185,690)	-
At 1 July 2019 (As restated)	1,191	232,349	(171,539)	2,514,884
Profit for the year	-	-	-	1,737,858
Total comprehensive income	-	-	-	1,737,858
Dividends	-	-	-	(1,095,720)
At 30 June 2020	1,191	232,349	(171,539)	3,157,022
				<b>Total £</b>
At 1 July 2019				2,762,575
Prior period adjustment				(185,690)
At 1 July 2019 (As restated)				2,576,885
Profit for the year				1,737,858
Total comprehensive income				1,737,858
Dividends				(1,095,720)
At 30 June 2020				3,219,023
	Share capital £	Share premium £	Revaluation reserve £	Profit and loss account £
At 1 July 2018	1,088	65,912	38,692	1,730,902
Prior period adjustment	-	-	(38,692)	-
At 1 July 2018 (As restated)	1,088	65,912	-	1,730,902
Profit for the year	-	-	-	1,218,459
Other comprehensive income	-	-	14,151	-
Total comprehensive income	-	-	14,151	1,218,459
Dividends	-	-	-	(434,477)
New share capital subscribed	103	166,437	-	-
At 30 June 2019	1,191	232,349	14,151	2,514,884

# **Allan Webb Limited**

## **Statement of Changes in Equity for the Year Ended 30 June 2020**

	<b>Total £</b>
At 1 July 2018	1,836,594
Prior period adjustment	<u>(38,692)</u>
At 1 July 2018 (As restated)	<u>1,797,902</u>
Profit for the year	1,218,459
Other comprehensive income	<u>14,151</u>
Total comprehensive income	1,232,610
Dividends	(434,477)
New share capital subscribed	<u>166,540</u>
At 30 June 2019	<u><u>2,762,575</u></u>

# Allan Webb Limited

## Statement of Cash Flows for the Year Ended 30 June 2020

	Note	2020 £	2019 £
<b>Cash flows from operating activities</b>			
Profit for the year		1,737,858	1,218,459
Adjustments to cash flows from non-cash items			
Depreciation and amortisation	<u>6</u>	96,417	80,194
Loss/(profit) on disposal of tangible assets	<u>5</u>	275	(881)
Finance income	<u>8</u>	(62,042)	(146,393)
Finance costs		-	265,810
Income tax expense	<u>12</u>	151,535	127,795
		1,924,043	1,544,984
Working capital adjustments			
(Increase)/decrease in stocks	<u>15</u>	(865)	40
Decrease/(increase) in trade debtors	<u>16</u>	331,667	(1,473,130)
Increase in trade creditors	<u>18</u>	1,263,168	1,140,931
Cash generated from operations		3,518,013	1,212,825
Income taxes paid	<u>12</u>	(84,457)	(5,986)
Net cash flow from operating activities		3,433,556	1,206,839
<b>Cash flows from investing activities</b>			
Interest received	<u>8</u>	12,847	87,434
Acquisition of subsidiaries		-	(54,250)
Acquisitions of tangible assets		(196,121)	(75,099)
Proceeds from sale of tangible assets		-	881
Dividend income from financial assets	<u>8</u>	49,195	58,959
Net cash flows from investing activities		(134,079)	17,925
<b>Cash flows from financing activities</b>			
Proceeds from issue of ordinary shares, net of issue costs		-	166,540
Dividends paid	<u>23</u>	(1,095,720)	(434,477)
Net cash flows from financing activities		(1,095,720)	(267,937)
Net increase in cash and cash equivalents		2,203,757	956,827
Cash and cash equivalents at 1 July		1,135,543	178,716
Cash and cash equivalents at 30 June		3,339,300	1,135,543



# **Allan Webb Limited**

## **Notes to the Financial Statements for the Year Ended 30 June 2020**

### **1 General information**

The company is a private company limited by share capital, incorporated in England.

The address of its registered office is:

Red Lodge  
Bonds Mill  
Stonchouse  
Gloucestershire  
GL10 3RF

These financial statements were authorised for issue by the Board on 11 November 2020.

### **2 Accounting policies**

#### **Summary of significant accounting policies and key accounting estimates**

The principal accounting policies applied in the preparation of these financial statements are set out below. These policies have been consistently applied to all the years presented, unless otherwise stated.

#### **Statement of compliance**

These financial statements were prepared in accordance with Financial Reporting Standard 102 'The Financial Reporting Standard applicable in the UK and Republic of Ireland'.

#### **Basis of preparation**

These financial statements have been prepared using the historical cost convention except that as disclosed in the accounting policies certain items are shown at fair value.

Functional currency-

The financial statements are prepared in sterling £ which is the functional currency of the company.

#### **Going concern**

After reviewing the company's forecast and projections, the directors have a reasonable expectation that the company has adequate resources to continue in operational existence for the foreseeable future. The company therefore continues to adopt the going concern basis in preparing its financial statements.

#### **Key sources of estimation uncertainty**

The preparation of the financial statements of the company requires management to make judgements, estimates and assumptions that affect the amounts reported. These estimates and judgements are continually reviewed and are based on experience and other factors, including expectations of future events that are believed to be reasonable under the circumstances.

In the opinion of management, there are no areas of judgement or key sources of estimation uncertainty that have a significant effect on the financial statements of the company..

#### **Revenue recognition**

Turnover comprises the fair value of the consideration received or receivable for the sale of goods and provision of services in the ordinary course of the company's activities. Turnover is shown net of sales/value added tax, returns, rebates and discounts.

The company recognises revenue when:

The amount of revenue can be reliably measured;  
it is probable that future economic benefits will flow to the entity;  
and specific criteria have been met for each of the company's activities.

## **Allan Webb Limited**

### **Notes to the Financial Statements for the Year Ended 30 June 2020**

#### **Tax**

The tax expense for the period comprises current and deferred tax. Tax is recognised in profit or loss, except that a change attributable to an item of income or expense recognised as other comprehensive income is also recognised directly in other comprehensive income.

The current income tax charge is calculated on the basis of tax rates and laws that have been enacted or substantively enacted by the reporting date in the countries where the company operates and generates taxable income.

Deferred tax is recognised in respect of all timing differences between taxable profits and profits reported in the financial statements.

Unrelieved tax losses and other deferred tax assets are recognised when it is probable that they will be recovered against the reversal of deferred tax liabilities or other future taxable profits.

Deferred tax is measured using the tax rates and laws that have been enacted or substantively enacted by the reporting date and that are expected to apply to the reversal of the timing difference.

#### **Tangible assets**

Tangible assets are stated in the balance sheet at cost, less any subsequent accumulated depreciation and subsequent accumulated impairment losses.

The cost of tangible assets includes directly attributable incremental costs incurred in their acquisition and installation.

##### **Impairment of fixed assets**

At each reporting date fixed assets are reviewed to determine whether there is any indication that those assets have suffered an impairment loss. If there is an indication of possible impairment, the recoverable amount of any affected asset is estimated and compared with the carrying amount. If the estimated recoverable amount is lower, the carrying amount is reduced to its estimated recoverable amount, and impairment loss is recognised immediately in the profit and loss account.

If an impairment loss subsequently reverses, the carrying amount of the assets is increased to the revised estimate of its recoverable amount, but not in excess of the amount that would have been determined had no impairment loss been recognised for the assets in prior years. A reversal of an impairment loss is recognised immediately in the profit and loss account.

#### **Depreciation**

Depreciation is charged so as to write off the cost of assets, other than land and properties under construction over their estimated useful lives, as follows:

<b>Asset class</b>	<b>Depreciation method and rate</b>
Plant and equipment	20% on cost
Motor vehicles	25% on cost

## **Allan Webb Limited**

### **Notes to the Financial Statements for the Year Ended 30 June 2020**

#### **Investments**

Investments in equity shares which are publicly traded or where the fair value can be measured reliably are initially measured at fair value, with changes in fair value recognised in profit or loss. Investments in equity shares which are not publicly traded and where fair value cannot be measured reliably are measured at cost less impairment.

Interest income on debt securities, where applicable, is recognised in income using the effective interest method. Dividends on equity securities are recognised in income when receivable.

#### **Cash and cash equivalents**

Cash and cash equivalents comprise cash on hand and call deposits, and other short-term highly liquid investments that are readily convertible to a known amount of cash and are subject to an insignificant risk of change in value.

#### **Trade debtors**

Trade debtors are amounts due from customers for merchandise sold or services performed in the ordinary course of business. Trade debtors are recognised initially at the transaction price. They are subsequently measured at amortised cost using the effective interest method, less provision for impairment. A provision for the impairment of trade debtors is established when there is objective evidence that the company will not be able to collect all amounts due according to the original terms of the receivables.

#### **Stocks**

Stocks are stated at the lower of cost and net realisable value after making due allowance for obsolete and slow moving items.

#### **Trade creditors**

Trade creditors 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 the company does not have an unconditional right, at the end of the reporting period, to defer settlement of the creditor for at least twelve months after the reporting date. If there is an unconditional right to defer settlement for at least twelve months after the reporting date, they are presented as non-current liabilities.

Trade creditors are recognised initially at the transaction price and subsequently measured at amortised cost using the effective interest method.

#### **Share capital**

Ordinary shares are classified as equity. Equity instruments are measured at the fair value of the cash or other resources received or receivable, net of the direct costs of issuing the equity instruments. If payment is deferred and the time value of money is material, the initial measurement is on a present value basis.

#### **Defined contribution pension obligation**

A defined contribution plan is a pension plan under which fixed contributions are paid into a pension fund and the company has no legal or constructive obligation to pay further contributions even if the fund does not hold sufficient assets to pay all employees the benefits relating to employee service in the current and prior periods.

Contributions to defined contribution plans are recognised as employee benefit expense when they are due. If contribution payments exceed the contribution due for service, the excess is recognised as a prepayment.

# **Allan Webb Limited**

## **Notes to the Financial Statements for the Year Ended 30 June 2020**

### **Financial instruments**

#### ***Classification***

Financial instruments are classified and accounted for according to the substance of the contractual arrangement, as either financial assets, financial liabilities or equity instruments. An equity instrument is any contract that evidences a residual interest in the assets of the company after deducting all of its liabilities.

### **3 Revenue**

The analysis of the company's revenue for the year from continuing operations is as follows:

	<b>2020</b>	<b>2019</b>
	<b>£</b>	<b>£</b>
Sale of goods	13,818,743	9,994,402

The analysis of the company's turnover for the year by market is as follows:

	<b>2020</b>	<b>2019</b>
	<b>£</b>	<b>£</b>
Sale of goods, UK	13,818,743	9,994,402

### **4 Other operating income**

The analysis of the company's other operating income for the year is as follows:

	<b>2020</b>	<b>2019</b>
	<b>£</b>	<b>£</b>
Government grants	10,000	-
Miscellaneous other operating income	30,987	28,145
	40,987	28,145

### **5 Other gains and losses**

The analysis of the company's other gains and losses for the year is as follows:

	<b>2020</b>	<b>2019</b>
	<b>£</b>	<b>£</b>
Gain (loss) on disposal of property, plant and equipment	(275)	881

### **6 Operating profit**

Arrived at after charging/(crediting)

	<b>2020</b>	<b>2019</b>
	<b>£</b>	<b>£</b>
Depreciation expense	96,417	80,194
Loss/(profit) on disposal of property, plant and equipment	275	(881)

# **Allan Webb Limited**

## **Notes to the Financial Statements for the Year Ended 30 June 2020**

### **7 Government grants**

Grant re - COVID 19

The amount of grants recognised in the financial statements was £10,000 (2019 - £Nil).

### **8 Other interest receivable and similar income**

	<b>2020</b>	<b>2019</b>
	<b>£</b>	<b>£</b>
Interest income on bank deposits	12,847	4,442
Dividend income from financial assets	49,195	58,959
	<u>62,042</u>	<u>63,401</u>

### **9 Staff costs**

The aggregate payroll costs (including directors' remuneration) were as follows:

	<b>2020</b>	<b>2019</b>
	<b>£</b>	<b>£</b>
Wages and salaries	9,111,488	5,656,492
Social security costs	743,097	542,704
Other short-term employee benefits	16,550	6,624
Pension costs, defined contribution scheme	315,279	152,991
	<u>10,186,414</u>	<u>6,358,811</u>

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

	<b>2020</b>	<b>2019</b>
	<b>No.</b>	<b>No.</b>
Administration and support	34	28
Sales	7	5
Other departments	125	104
	<u>166</u>	<u>137</u>

### **10 Directors' remuneration**

The directors' remuneration for the year was as follows:

	<b>2020</b>	<b>2019</b>
	<b>£</b>	<b>£</b>
Remuneration	1,245,113	580,666
Contributions paid to money purchase schemes	143,000	50,206
	<u>1,388,113</u>	<u>630,872</u>

# **Allan Webb Limited**

## **Notes to the Financial Statements for the Year Ended 30 June 2020**

In respect of the highest paid director:

	<b>2020</b>	<b>2019</b>
	<b>£</b>	<b>£</b>
Remuneration	257,191	142,163
Company contributions to money purchase pension schemes	35,433	4,713

### **11 Auditors' remuneration**

	<b>2020</b>	<b>2019</b>
	<b>£</b>	<b>£</b>
Audit of the financial statements	8,176	6,036

### **12 Taxation**

Tax charged/(credited) in the income statement

	<b>2020</b>	<b>2019</b>
	<b>£</b>	<b>£</b>
<b>Current taxation</b>		
UK corporation tax	131,746	92,496
<b>Deferred taxation</b>		
Arising from origination and reversal of timing differences	19,789	35,299
Tax expense in the income statement	151,535	127,795

The tax on profit before tax for the year is higher than the standard rate of corporation tax in the UK (2019 - higher than the standard rate of corporation tax in the UK) of 19% (2019 - 19%).

The differences are reconciled below:

	<b>2020</b>	<b>2019</b>
	<b>£</b>	<b>£</b>
Profit before tax	1,889,393	1,346,254
Corporation tax at standard rate	358,985	255,788
Effect of expense not deductible in determining taxable profit (tax loss)	52	50,504
Effect of tax losses	-	(34,830)
Tax decrease from effect of capital allowances and depreciation	(19,989)	(468)
Tax increase from other short-term timing differences	19,789	35,299
Tax decrease from effect of dividends from UK companies	(9,347)	(26,971)
Tax decrease from effect of adjustment in research and development tax credit	(197,955)	(151,527)
Total tax charge	151,535	127,795

### **Deferred tax**

## **Allan Webb Limited**

### **Notes to the Financial Statements for the Year Ended 30 June 2020**

#### **Tax relating to items recognised in other comprehensive income or equity**

	<b>2020</b>	<b>2019</b>
	<b>£</b>	<b>£</b>
Deferred tax related to items recognised as items of other comprehensive income	-	3,320

# **Allan Webb Limited**

## **Notes to the Financial Statements for the Year Ended 30 June 2020**

### **13 Tangible assets**

	<b>Furniture, fittings and equipment £</b>	<b>Motor vehicles £</b>	<b>Total £</b>
<b>Cost or valuation</b>			
At 1 July 2019	720,845	29,121	749,966
Additions	196,121	-	196,121
Disposals	(105,196)	-	(105,196)
At 30 June 2020	811,770	29,121	840,891
<b>Depreciation</b>			
At 1 July 2019	514,277	29,121	543,398
Charge for the year	96,416	-	96,416
Eliminated on disposal	(104,921)	-	(104,921)
At 30 June 2020	505,772	29,121	534,893
<b>Carrying amount</b>			
At 30 June 2020	305,998	-	305,998
At 30 June 2019	206,568	-	206,568

### **14 Other financial assets (current and non-current)**

	<b>Financial assets at fair value through profit and loss £</b>	<b>Total £</b>
<b>Non-current financial assets</b>		
<b>Cost or valuation</b>		
At 1 July 2019	1,086,296	1,086,296
Fair value adjustments	(171,539)	(171,539)
At 30 June 2020	914,757	914,757
<b>Impairment</b>		
At 1 July 2019	(17,471)	(17,471)
Losses made in the period	17,471	17,471
At 30 June 2020	-	-
<b>Carrying amount</b>		
At 30 June 2020	914,757	914,757



# **Allan Webb Limited**

## **Notes to the Financial Statements for the Year Ended 30 June 2020**

### **15 Stocks**

	<b>2020</b> <b>£</b>	<b>2019</b> <b>£</b>
Other inventories	1,550	685

### **16 Debtors**

	<b>2020</b> <b>£</b>	<b>2019</b> <b>£</b>
Trade debtors	2,144,587	1,664,608
Amounts owed by related parties	<u>24</u> -	750,477
Other debtors	66	5,307
Prepayments	113,129	169,058
Total current trade and other debtors	<u>2,257,782</u>	<u>2,589,450</u>

### **17 Cash and cash equivalents**

	<b>2020</b> <b>£</b>	<b>2019</b> <b>£</b>
Cash on hand	321	350
Cash at bank	1,615,115	385,100
Short-term deposits	1,723,864	750,093
	<u>3,339,300</u>	<u>1,135,543</u>

### **18 Creditors**

	<b>2020</b> <b>£</b>	<b>2019</b> <b>£</b>
<b>Due within one year</b>		
Trade creditors	459,882	432,206
Social security and other taxes	1,426,785	570,145
Outstanding defined contribution pension costs	40,245	26,564
Other payables	155,296	-
Accrued expenses	1,334,307	1,124,432
Income tax liability	<u>12</u> 131,765	84,476
	<u>3,548,280</u>	<u>2,237,823</u>

### **19 Provisions for liabilities**

# **Allan Webb Limited**

## **Notes to the Financial Statements for the Year Ended 30 June 2020**

	<b>Deferred tax £</b>	<b>Total £</b>
At 1 July 2019	35,615	35,615
Additional provisions	19,789	19,789
Unused provision reversed	(3,320)	(3,320)
	<hr/>	<hr/>
At 30 June 2020	52,084	52,084
	<hr/>	<hr/>

### **20 Pension and other schemes**

#### **Defined contribution pension scheme**

The company operates a defined contribution pension scheme. The pension cost charge for the year represents contributions payable by the company to the scheme and amounted to £315,279 (2019 - £152,991).

Contributions totalling £40,245 (2019 - £26,564) were payable to the scheme at the end of the year and are included in creditors.

### **21 Share capital**

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

	<b>2020</b>		<b>2019</b>	
	<b>No.</b>	<b>£</b>	<b>No.</b>	<b>£</b>
Ordinary of £0.10 each	11,910	1,191.00	11,910	1,191.00
	<hr/>	<hr/>	<hr/>	<hr/>

### **22 Obligations under leases and hire purchase contracts**

#### **Operating leases**

The total of future minimum lease payments is as follows:

	<b>2020 £</b>	<b>2019 £</b>
Not later than one year	115,409	105,577
Later than one year and not later than five years	377,312	310,595
Later than five years	362,680	-
	<hr/>	<hr/>
	855,401	416,172
	<hr/>	<hr/>

### **23 Dividends**

	<b>2020 £</b>	<b>2019 £</b>
Final dividend of £92.00 (2019 - £36.48) per ordinary share	1,095,720	434,477
	<hr/>	<hr/>

# **Allan Webb Limited**

## **Notes to the Financial Statements for the Year Ended 30 June 2020**

### **24 Related party transactions**

During the year, the company paid rent of £72,536 (2019 - £72,536), £58,029 of which was paid to R A Webb, a director and one of his associates . R A Webb ceased to be a director on 18 June 2020.

In the year , the company paid professional fees for accounting services of £7,299 (2019 - £10,415) to R A Webb , a director of the company. R A Webb ceased to be a director on 18 June 2020.

In the year, the company paid professional fees of £1,665 (2019 - £2,775) to E Webb, a director of the company.

#### **Transactions with directors**

	<b>2020</b>	<b>2019</b>
	<b>£</b>	<b>£</b>
<b>R A Webb</b>		
Dividends	341,504	135,414
	=====	=====
<b>E M Webb</b>		
Dividends	22,080	8,755
	=====	=====
<b>J C Hardcastle</b>		
Dividends	112,240	44,506
	=====	=====
<b>G Jones</b>		
Dividends	66,240	26,266
	=====	=====
<b>S M Rigsby</b>		
Dividends	101,200	40,128
	=====	=====
<b>M R Lewis</b>		
Dividends	66,240	26,266
	=====	=====
<b>R J Lipington</b>		
Dividends	27,600	10,944
	=====	=====

### **25 Ultimate controlling party**

In the opinion of the directors, there were no ultimate controlling party for the current year and the previous year.

Hillingdon

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