

**FINANCIAL STATEMENTS FOR THE PERIOD 31 MARCH 2019 TO 30 SEPTEMBER 2020**

**FOR**

**INCORPORE LIMITED**

**INCORPORE LIMITED (REGISTERED NUMBER: 03997432)**

**CONTENTS OF THE FINANCIAL STATEMENTS  
FOR THE PERIOD 31 MARCH 2019 TO 30 SEPTEMBER 2020**

	<b>Page</b>
<b>Company Information</b>	1
<b>Balance Sheet</b>	2
<b>Notes to the Financial Statements</b>	3

**INCORPORE LIMITED**

**COMPANY INFORMATION  
FOR THE PERIOD 31 MARCH 2019 TO 30 SEPTEMBER 2020**

**DIRECTORS:** A J Shillaker  
Mrs E Vivo

**REGISTERED OFFICE:** 40 Folders Lane  
Burgess Hill  
West Sussex  
RH15 0DR

**REGISTERED NUMBER:** 03997432

**AUDITORS:** Cardens Accountants LLP  
Statutory Auditors  
The Old Casino  
28 Fourth Avenue  
Hove  
East Sussex  
BN3 2PJ

**INCORPORE LIMITED (REGISTERED NUMBER: 03997432)****BALANCE SHEET  
30 SEPTEMBER 2020**

	Notes	2020 £	£	2019 £	£
<b>FIXED ASSETS</b>					
Intangible assets	3		296,550		284,848
Tangible assets	4		<u>90,160</u>		<u>51,538</u>
			386,710		336,386
<b>CURRENT ASSETS</b>					
Debtors	5	1,484,868		1,413,763	
Cash at bank		<u>966,451</u>		<u>408,062</u>	
		2,451,319		1,821,825	
<b>CREDITORS</b>					
Amounts falling due within one year	6	<u>2,160,260</u>		<u>1,551,961</u>	
<b>NET CURRENT ASSETS</b>			<u>291,059</u>		<u>269,864</u>
<b>TOTAL ASSETS LESS CURRENT LIABILITIES</b>			677,769		606,250
<b>CREDITORS</b>					
Amounts falling due after more than one year	7		(483,333)		-
<b>PROVISIONS FOR LIABILITIES</b>			<u>(13,757)</u>		<u>(5,267)</u>
<b>NET ASSETS</b>			<u>180,679</u>		<u>600,983</u>
<b>CAPITAL AND RESERVES</b>					
Called up share capital			216		216
Share premium			45,384		45,384
Capital redemption reserve			20		20
Retained earnings			<u>135,059</u>		<u>555,363</u>
<b>SHAREHOLDERS' FUNDS</b>			<u>180,679</u>		<u>600,983</u>

The financial statements have been prepared and delivered in accordance with the provisions applicable to companies subject to the small companies regime.

In accordance with Section 444 of the Companies Act 2006, the Income Statement has not been delivered.

The financial statements were approved by the Board of Directors and authorised for issue on 9 December 2021 and were signed on its behalf by:

A J Shillaker - Director

**NOTES TO THE FINANCIAL STATEMENTS  
FOR THE PERIOD 31 MARCH 2019 TO 30 SEPTEMBER 2020**

**1. ACCOUNTING POLICIES**

**Basis of preparing the financial statements**

These financial statements have been prepared in accordance with Financial Reporting Standard 102 "The Financial Reporting Standard applicable in the UK and Republic of Ireland" including the provisions of Section 1A "Small Entities" and the Companies Act 2006. The financial statements have been prepared under the historical cost convention.

These financial statements have been prepared on the basis that the company will continue to be a going concern. If this assumption is not considered valid, then adjustments would need to be made to reduce the value of assets to their recoverable amount, to provide for any further liabilities that might arise and to reclassify fixed assets and long term liabilities as current assets and liabilities.

**Turnover**

Turnover represents sales of services net of VAT. Turnover is recognised at the point the customer is entitled to consideration.

**Intangible fixed assets**

Amortisation is provided at the following annual rates in order to write off each asset over its useful economic life:

Development costs 33% on cost

**Tangible fixed assets**

Depreciation is provided at the following annual rates in order to write off each asset over its estimated useful life.

Plant and machinery	- 25% on reducing balance
Motor vehicles	- 25% on reducing balance
Computer Equipment	- 33% on reducing balance

**Taxation**

Taxation for the period comprises current and deferred tax. Tax is recognised in the Income Statement, except to the extent that it relates to items recognised in other comprehensive income or directly in equity.

Current or deferred taxation assets and liabilities are not discounted.

Current tax is recognised at the amount of tax payable using the tax rates and laws that have been enacted or substantively enacted by the balance sheet date.

**Deferred tax**

Deferred tax is recognised in respect of all timing differences that have originated but not reversed at the balance sheet date.

Timing differences arise from the inclusion of income and expenses in tax assessments in periods different from those in which they are recognised in financial statements. Deferred tax is measured using tax rates and laws that have been enacted or substantively enacted by the period end and that are expected to apply to the reversal of the timing difference.

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

**Pension costs and other post-retirement benefits**

The company operates a defined contribution pension scheme. Contributions payable to the company's pension scheme are charged to profit or loss in the period to which they relate.

**2. EMPLOYEES AND DIRECTORS**

The average number of employees during the period was 33 (2019 - 25) .

NOTES TO THE FINANCIAL STATEMENTS - continued  
FOR THE PERIOD 31 MARCH 2019 TO 30 SEPTEMBER 2020

3. INTANGIBLE FIXED ASSETS

	Development costs £
<b>COST</b>	
At 31 March 2019	1,698,624
Additions	406,100
At 30 September 2020	<u>2,104,724</u>
<b>AMORTISATION</b>	
At 31 March 2019	1,413,776
Amortisation for period	394,398
At 30 September 2020	<u>1,808,174</u>
<b>NET BOOK VALUE</b>	
At 30 September 2020	<u>296,550</u>
At 30 March 2019	<u>284,848</u>

4. TANGIBLE FIXED ASSETS

	Plant and machinery £	Fixtures and fittings £	Motor vehicles £	Computer Equipment £	Totals £
<b>COST</b>					
At 31 March 2019	47,419	10,312	43,200	117,960	218,891
Additions	22,539	48,660	-	16,428	87,627
At 30 September 2020	<u>69,958</u>	<u>58,972</u>	<u>43,200</u>	<u>134,388</u>	<u>306,518</u>
<b>DEPRECIATION</b>					
At 31 March 2019	33,505	5,117	24,975	103,756	167,353
Charge for period	11,256	15,225	6,835	15,689	49,005
At 30 September 2020	<u>44,761</u>	<u>20,342</u>	<u>31,810</u>	<u>119,445</u>	<u>216,358</u>
<b>NET BOOK VALUE</b>					
At 30 September 2020	<u>25,197</u>	<u>38,630</u>	<u>11,390</u>	<u>14,943</u>	<u>90,160</u>
At 30 March 2019	<u>13,914</u>	<u>5,195</u>	<u>18,225</u>	<u>14,204</u>	<u>51,538</u>

5. DEBTORS: AMOUNTS FALLING DUE WITHIN ONE YEAR

	2020 £	2019 £
Trade debtors	1,218,316	1,284,056
Other debtors	142,401	118,785
Directors' loan accounts	1,929	-
Tax	119,691	2,560
Prepayments	2,531	8,362
	<u>1,484,868</u>	<u>1,413,763</u>

**NOTES TO THE FINANCIAL STATEMENTS - continued  
FOR THE PERIOD 31 MARCH 2019 TO 30 SEPTEMBER 2020**

**6. CREDITORS: AMOUNTS FALLING DUE WITHIN ONE YEAR**

	2020	2019
	£	£
Bank loans and overdrafts	16,667	23,261
Trade creditors	26,051	-
Social security and other taxes	22,261	32,270
VAT	199,180	322,020
Other creditors	10,141	37,180
Directors' loan accounts	4,972	26,937
Accrued expenses	<u>1,880,988</u>	<u>1,110,293</u>
	<u>2,160,260</u>	<u>1,551,961</u>

**7. CREDITORS: AMOUNTS FALLING DUE AFTER MORE THAN ONE YEAR**

	2020	2019
	£	£
Bank loans - 1-2 years	100,000	-
Bank loans - 2-5 years	300,000	-
Bank loans more 5 yrs non-inst	<u>83,333</u>	-
	<u>483,333</u>	-

Amounts falling due in more than five years:

Repayable otherwise than by instalments		
Bank loans more 5 yrs non-inst	<u>83,333</u>	-

**8. DISCLOSURE UNDER SECTION 444(5B) OF THE COMPANIES ACT 2006**

The Report of the Auditors was unqualified.

Hannah Doherty FCCA (Senior Statutory Auditor)  
for and on behalf of Cardens Accountants LLP

**9. CONTINGENT LIABILITIES**

During the audit of the company for the year ended March 2019, it was discovered that the Vat return for the VAT period ended March 2019 contained an error, resulting from an isolated incident caused by human error. This exposed the company to the possibility of a fine and interest being levied by HMRC. The amount owed was paid in the December 2019 Vat return and a disclosure notice was submitted to HMRC. There has been no financial impact to the company as at the date of the signing of these accounts and the directors are satisfied that appropriate action has been taken to report this and to ensure this type of error does not recur.

**10. DIRECTORS' ADVANCES, CREDITS AND GUARANTEES**

The following advances and credits to a director subsisted during the period ended 30 September 2020 and the year ended 30 March 2019:

	2020	2019
	£	£
<b>G M Rankin</b>		
Balance outstanding at start of period	(12,737)	(27,418)
Amounts advanced	14,666	49,400
Amounts repaid	-	(34,719)
Amounts written off	-	-
Amounts waived	-	-
Balance outstanding at end of period	<u>1,929</u>	<u>(12,737)</u>

**NOTES TO THE FINANCIAL STATEMENTS - continued  
FOR THE PERIOD 31 MARCH 2019 TO 30 SEPTEMBER 2020**

**10. DIRECTORS' ADVANCES, CREDITS AND GUARANTEES - continued**

This balance represented the maximum amount outstanding during the period and the loan is interest free and repayable on demand.

During the period, J Shillaker decreased his loan to the company. As at 30 September 2020, the company owed him £4,972 (2019: £14,200). This balance represented the maximum amount outstanding during the period and the loan is interest free and repayable on demand.

**11. RELATED PARTY DISCLOSURES**

During the period, Incorpore Limited purchased goods on behalf of Incorpore Gymflex (Ireland) Limited to the value of £114,593. All transactions were undertaken on a commercial arms length basis and any outstanding amounts are interest free and repayable on demand.

**12. POST BALANCE SHEET EVENTS**

Prior to the approval of these accounts an outbreak of the COVID-19 virus occurred causing a global pandemic recognised by the World Health Organisation (WHO).

The effect of UK Government measures to limit the spread of the virus have been widespread, urging people to remain at home wherever possible, including to work from home if available and to undertake "social distancing" measures. Part of the government action has been to order businesses where people gather socially such as pubs, restaurants and gyms to close temporarily.

In response to this management of the company have assessed the impact of these measures. The company was already well positioned for staff to work remotely, aside from a small investment in IT hardware, this has not had a significant impact on productivity.

The company's main supplier who are gym chains are offering the extension of memberships for the period they are closed but are not required to refund any fees. This will result in a lack of funds coming through the company during the shutdown period although there will be comparably little in the way of cost of sales. To counteract the reduction in income management have aggressively reduced costs with salary costs being the majority, staff have agreed to temporary salary reductions and management have taken advantage of the government Coronavirus Job Retention Scheme by furloughing 80% of the workforce and minimising the costs to Incorpore. In addition the company have recently launched several non-gym products which are bringing in additional income and performing better than anticipated.

The company has also applied to take up the UK Government's unprecedented business aid package. The details of this package include interest free cash loans, support from HMRC over late payment of payroll taxes and Value Added Tax.

The Directors are confident the above measures mitigate the threat of the global pandemic enough so it does not cast material uncertainty over the ability of the Company to continue as a going concern. The Directors continue to monitor the situation as it rapidly changes and believe the Company is positioned well to react to further developments.

The directors have subsequently taken advantage of the "benefits" arising from the pandemic, in the form of a CBILS loan and the furlough scheme.

**13. ULTIMATE CONTROLLING PARTY**

The entity is jointly controlled by AJ Shillaker and GM Rankin

This document was delivered using electronic communications and authenticated in accordance with the registrar's rules relating to electronic form, authentication and manner of delivery under section 1072 of the Companies Act 2006.